

MC

April, 1958
the Manufacturing Confectioner

V. 38 # 4



Interpack candy machinery show - report on page 19



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candy business

McVitty new general manager of Canadian candy ass'n

George P. McVitty has been named general manager of the Confectionery, Chocolate and Cocoa Industries of Canada, succeeding F. T. W. Saunders who retired recently after nineteen years with the association.

McVitty was recently Irish Trade Commissioner in Canada, and resigned his appointment in favor of remaining in Canada.

Fleming president of Delicia

John L. Fleming has been elected president of Delicia, Inc., manufacturer of sugar wafers. Fleming has been vice president since 1955, and succeeds Dr. Alfred Schenker, founder and former president, who died in February. Fleming joined Delicia in 1949 as sales manager.

Fanny Farmer planning agencies

Fanny Farmer Candy Shops has taken steps to investigate sales of their candy through outlets other than their own. Plans call for sale through department stores, retail agencies and other outlets. Self service selling techniques are also planned for some of the company stores.

New N.Y. AACT officers

Francis X. Kobe, technical director and plant manager of Rockwood Chocolate Co., has been named chairman of the N. Y. section of the American Association of Candy Technologists. Other officers are Dr. Alfred E. Leighton, consultant, vice chairman; John Calder, Nulomoline Division, treasurer, John B. Adams, Jr., National Sugar Refining Co., secretary.

Three section councilors are Louis M. Fernekees, Clinton Corn Processing Co.; James Allured, THE MANUFACTURING CONFECTIONER; and Edward H. Silk, Confectionery-Ice Cream World.

Ziegler of Ziegler retires

Herbert G. Ziegler has retired from George Ziegler Company after 46 years with the firm. He was elected director in 1927 and first vice president in 1929. He was in charge of sales until 1934, when he became director of purchases. Mr. Ziegler is a grandson of the founder of the firm.

Loft promotes Schiffner, Margolis

Loft Candy Corporation has elected the following new officers. Joseph Schiffner, director of purchases and production to vice president, Sydney Margolis, director of real estate to vice president and secretary.

Wilmurs opens new department

Wilmurs, Inc., department store of Hamilton, Ohio, has opened a new candy department on the main floor. The department manager and buyer is Joseph Tulman, and assistant manager is Mrs. Hilda Seward.

NCA convention speakers

Dr. Emil M. Mrak, Department of Food Technology, University of California, will be one of the major speakers at the National Confectioners Association convention. His topic will be "What is food research and how important can it be." Another speaker will be King Wilkin, president of Zellerbach Paper Company, who will speak on "Building a sound business". Arthur Chadwick, merchandising manager of Life Magazine, will talk on the general subject of merchandising, and is expected to discuss recent Life studies on consumer expenditures.

Vending market survey

The annual Market Data survey of Vend Magazine shows that sales in candy vending machines increased to 4,000,125,000 units in 1957, from 3,825,000,000 in 1956. Sales per machine remained steady, and the increase was accounted for by a proportionate increase in machines in use.

These sales break down into the following percentages. Nickel Candy 65%, Cookies and crackers 10%, Dime Candy 17.5% and Nickel Gum 7.5%. Bulk candy vending remained steady, with 1,100,000 machines in operation, making 5,500,000,000 sales, mostly for one cent.

80% of candy vending operators sell dime as well as nickel bars, and most sell them from the same machine. The price paid for nickel candy rose slightly from \$2.86 per 100 to \$2.88.



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NCA research progress

A meeting of the Research and Development Committee of the National Confectionery Association was held recently in New Orleans to hear reports on the activity of the NCA sponsored research at the Southern Utilization Research Laboratories.

Dr. Werner Landmann has synthesized the two major components of cocoa butter, and determined the melting points of their various phases. Each of these fractions have been found to have three melting points, and heat treating (tempering) has proven to raise the melting points through successive stages of phases.

Dr. Landmann and N. V. Lovegren described experimental work on determining the rate at which moisture passes through films of confectionery facts, chocolate liquor and chocolate under various conditions of humidity, temper, temperature and film thickness.

Miss Wilma Guice is investigating methods of fortifying chocolate and chocolate-type coatings so that they will better withstand summer temperatures.

The investigators also described a hardness tester and test technique which they recently developed. It is a modification of the Binnell test, and measures precisely the hardness of a wide range of fats and waxes, and has been found useful in measuring the degree of temper of confectionery fats.

Dr. L. F. Martin reported that new jelly candies with a variety of novel fruit flavors have been made from dried and pureed fruit products. These were judged to have excellent texture and flavor.

Digestible new slab dressings have been tested and evaluated. Butyl Stearate, the most promising, is now ready to be tested on a large scale in candy plants. Further development work on the use of milk sugar solids (whey) for the replacement of whole milk solids in fudge continued. Combinations in which refined whey replaces one-third to one-half of the total milk solids have given the maximum improvement in storage life.

Equipment for measuring texture by breaking test pieces of candy was developed. The results are reproducible and are significantly different for fudges that differ in quality.

Calendar

- April 14-17; National Premium Buyers Exposition, Navy Pier, Chicago
- April 23-25; Pennsylvania Manufacturing Confectioners' Assn. 12th Annual Production Conference, Franklin & Marshall College, Lancaster, Pa.
- May 3; Gopher Candy Club, annual dinner, Leamington Hotel, Minneapolis, Minn.
- May 5-9; National Restaurant Convention & Exposition, Navy Pier, Chicago
- May 14; New England Manufacturing Confectioners Assn, annual meeting
- May 18-21; Flavor Extract Manufacturers Convention, Edgewater Beach Hotel, Chicago
- May 24; Empire State Candy Club annual dinner dance, Hilton Statler, Buffalo, N.Y.
- May 25-29; Institute of Food Technologists, Annual meeting, Palmer House, Chicago.
- May 26-28; National Sales Aid Show, Roosevelt Hotel, New York
- May 28-30; AMA National Packaging Exposition, Coliseum, New York City.
- June 13-15; Pennsylvania Manufacturing Confectioners Assn annual meeting, Galen Hall, Wernersville, Pa.
- June 15-18; Metropolitan Candy Brokers Show, N. Y. Trade Building, New York City
- June 16-19; Southern Candy Jobbers Convention, Miami.
- July 6, 7, 8, 9; Associated Retail Confectioners Annual Convention, Mark Hopkins Hotel, San Francisco, Calif.
- July 6, 7, 8, 9, 10; National Confectioners Assn., Sheraton Palace, San Francisco, Calif.
- July 13-19; National Confectionery Salesmen's Ass'n Convention, Hershey, Penna.
- August 3-7; National Candy Wholesalers Assn., Inc. annual meeting, Commodore Hotel, New York, N. Y.
- August 11-13; Western Packaging & Materials Handling Exposition, Civic Auditorium, San Francisco
- August 12; Chicago Candy Production Club All-Industry Golf Tournament, Chicago
- August 24-27; Boston Candy Show, Boston, Mass.
- August 24-27; National Fancy Foods & Confections Show, Waldorf-Astoria Hotel, New York City
- September 21-23; Philadelphia Candy Show, Benjamin Franklin Hotel, Philadelphia
- December 13; National Food Sales Conference, Chicago, Ill.

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doodlings

—by tom sullivan

SOME OF HIS recent experiences suggest to this doodler that *what we really need now is more country doctors in the city.*

PENICK & FORD's Walter Crown culled this one from Automotive Dealer News:

"My wife dresses to kill and cooks the same way. How could *anybody* louse up cornflakes?"

THE DETROITER advises us to listen to the economists, then *prepare for the most prosperous recession in history.*

AS MANY PEOPLE seem to have been as certain that things will be better in the second half as they were that things wouldn't be as good in the first.

Business of seeing and doing things by halves may have been the trouble with a lot of us for too long a time.

TIME WAS when a certain type of candy manufacturer needed no more than a trade association meeting, your confidence, and an accessible phone booth to put you well behind the 8-ball, but quickly!

D. O. FLYNN reveals that "to a modern girl a 'square' is a flat tire with no jack."

Be wary of the fast-buck operator who fits about the same description.

AS EDUCATOR Robert M. Hutchins sees it, education is not to reform students or amuse them or to make them expert technicians. It is to unsettle their minds, widen their horizons, influence their intellects, teach them to think straight, if possible.

Well, sir, many folks agree that a good deal of the education dispensed today is at least partially successful. *It sure does unsettle the mind . . . and the emotions, too.*

NEW YORK CANDY BROKER Simon Diamond passes this one along:

"Somehow or other, before people became educated they had no *communications problem* whatever."

SPACE-SELLING is one occupation due for tremendous expansion in 1958 and the years to follow.

Especially outer-space-selling.

WHAT MOST PEOPLE are seeking these days, according to



"Money," is less to do, more time to do it in, and more pay for getting it done.

It's beginning to look as though there has come a time . . .

A CYNIC, says Cy N. Peace, is a person who knows everything and believes nothing.

Still with us, Cy asks if you have ever noticed that the most knocking is done by folks who don't know how to ring the bell.

HERE'S ONE many a candy manufacturer might paste in his hat:

The push-button era is okay up to a point, the point of making a sale.

FRED NAUHEIM, in Executives' Digest, offers a correspondence tip to letter-writers:

Don't answer letters—answer people.

And at this 'time, above all, not in the language of a top sergeant.

WE HAVE IT from Professor Boleslav Schmalz that from here on out only science will have the privilege of going off half-cocked.

The reason, he says, is that *science is the only field in which two or more wrongs are bound eventually to make a right.*

AND THEN Professor Albert T. Rasmussen of Colgate-Rochester Divinity School stops by to tell us that our houses of worship have become places for social climbers.

Poor souls looking for a lift?

ONE OF OUR LEGMEN—pardon, researchers—reports that several of the top variety store chains have made up their minds to retrieve traffic lost to the supers.

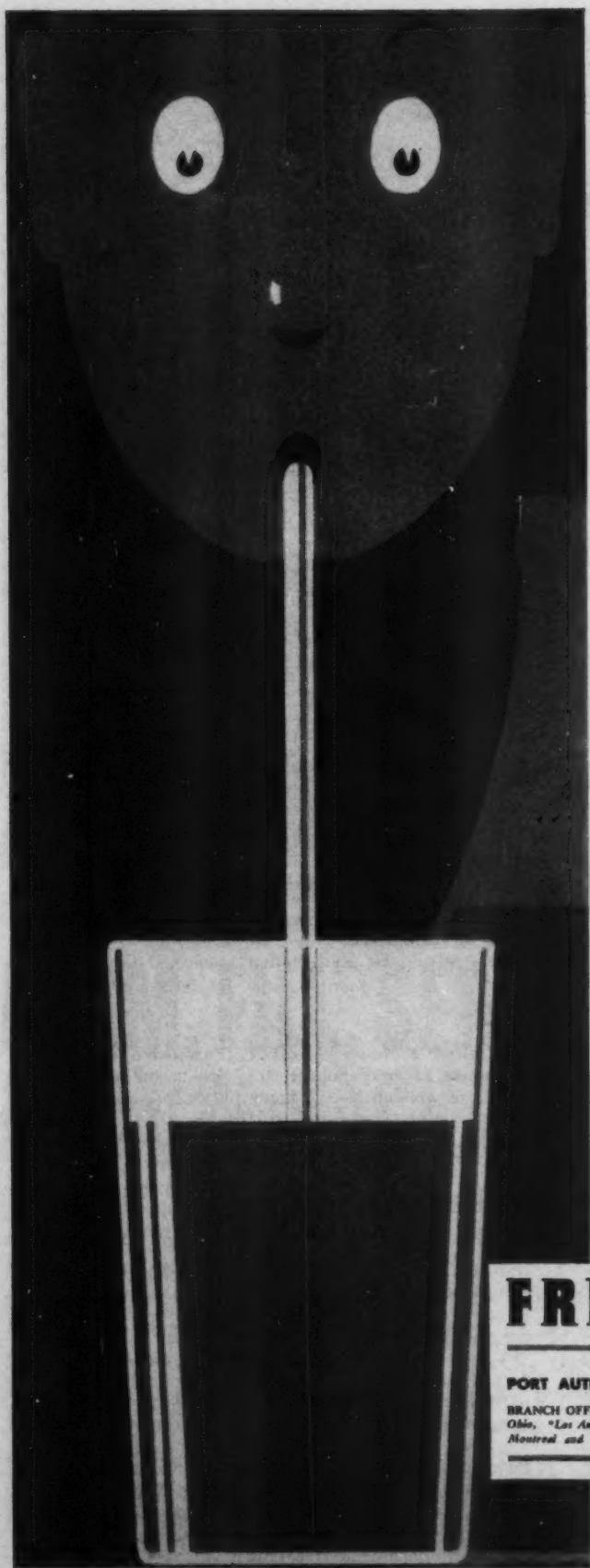
Know how? *By not being undersold.*

AND ANOTHER of our legmen tells us that "book trade" ("business of putting it on the cuff") is reviving in some of our swankiest suburban areas, much to the dismay of merchants in *spectacular shopping centers.*

A LEARNED JUDGE finds that juvenile delinquents are not adaptable to education. We'd suggest that *at least as much can be said for a lot of politicians.*

OUR FAVORITE TONSORIALIST—a faithful reader of Journeyman Barber—slipped us this one the other day:

Even though some of your fondest dreams fail to materialize, you can be thankful that many of your nightmares don't come true, either.



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Soft drinks, confections,
foods, meat preparations
and desserts...

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With your product's success
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Buyers of long experience
make sure they get the best:
They rely upon...they specify...

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the Manufacturing Confectioner

with International Confectioner

Contents



April 1958

Volume XXXVIII—Number 4

Edited and Published in Chicago

The Candy Manufacturing Center of the World



The Interpack Exposition

This exposition is the world's largest show of candy and chocolate machinery by a large margin. This first Interpack, a specialized show of candy, chocolate and wrapping machinery, covered 300,000 square feet of display space, and was visited by 70,000 visitors from all over the globe. Stanley E. Allured 19

The Folding Paper Box Ass'n awards

Eleven award winners among candy packages shows the increased merchandising emphasis of packaging. 32

Your future factory

This is the second installment of an extensive article on process development and plant layout, with particular emphasis on planning and construction of a new factory building. V. P. Victor 46

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COVER: These are some of the familiar scenes during the crowded eight days of the Interpack exposition. A report of this European exhibit starts on page 19.

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The Sweet and The Sour

The Interpack exposition, held last month in Dusseldorf, Germany, was a tremendous show by any standards. For those familiar only with the NCA and similar American shows, the exhibits seemed never-ending.

One American planned to spend three days at the show, before visiting factories in Europe, but the size of the show forced him to spend five days there. Actually, for a complete visit to all stands of interest to candy manufacturers, the full eight days of the show were needed.

A report of this Fair starts on page 19, and covers some of the equipment that we thought of interest to American manufacturers.

Another good reason for attending the Fair is the opportunity to visit European candy factories. For those manufacturers who sometimes feel that the stream of European visitors to their factory is never-ending, this would be the chance to enjoy reciprocation, and we found that it was cheerfully given. From the factory managers that we met in Europe, we found that most had been to America to visit factories, and that they were very anxious to show their operations to us.

See you in Dusseldorf, May, 1960.

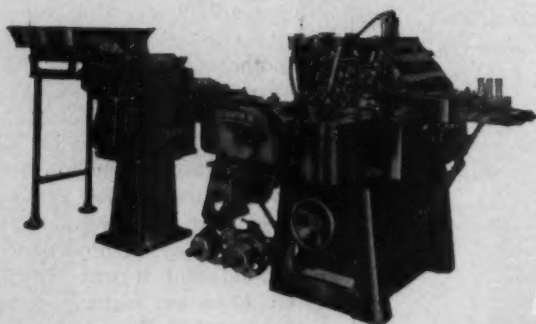


Stan Allured, center, learning the fine points of a felling machine.

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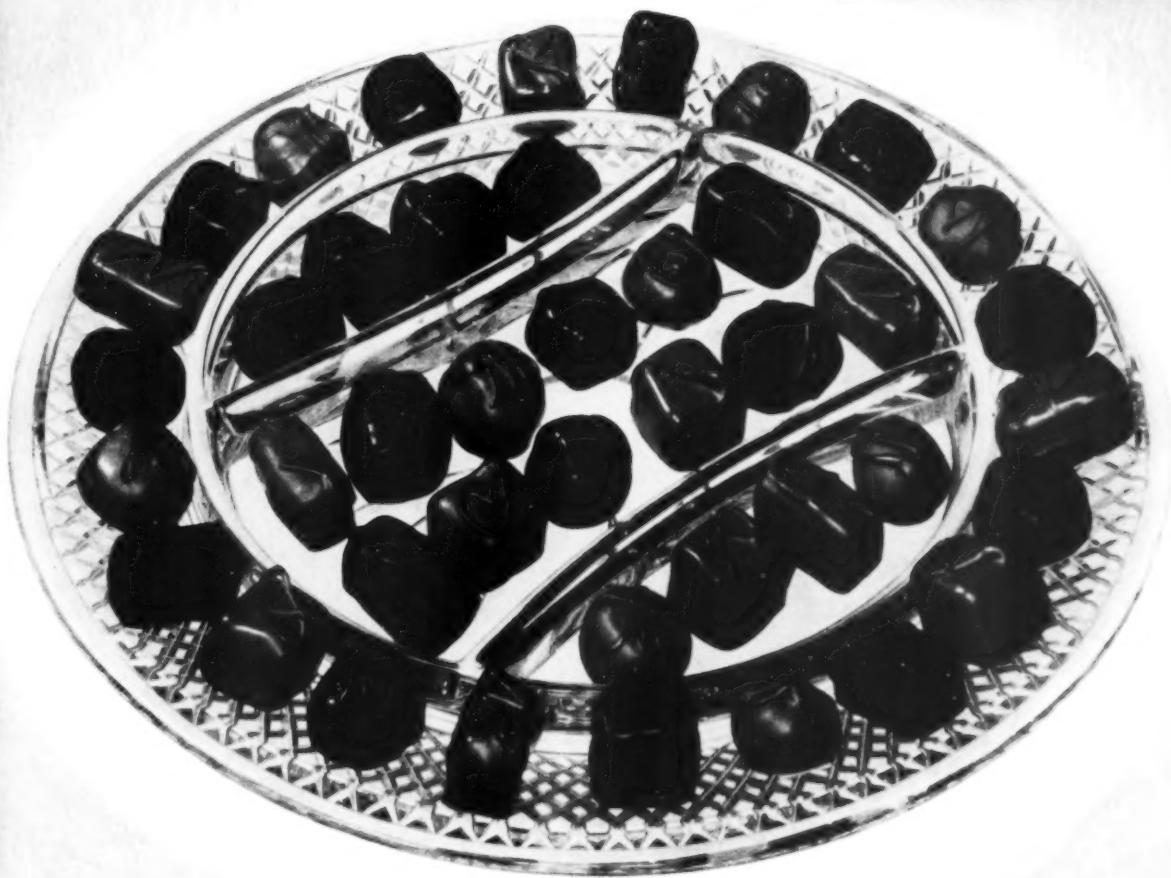
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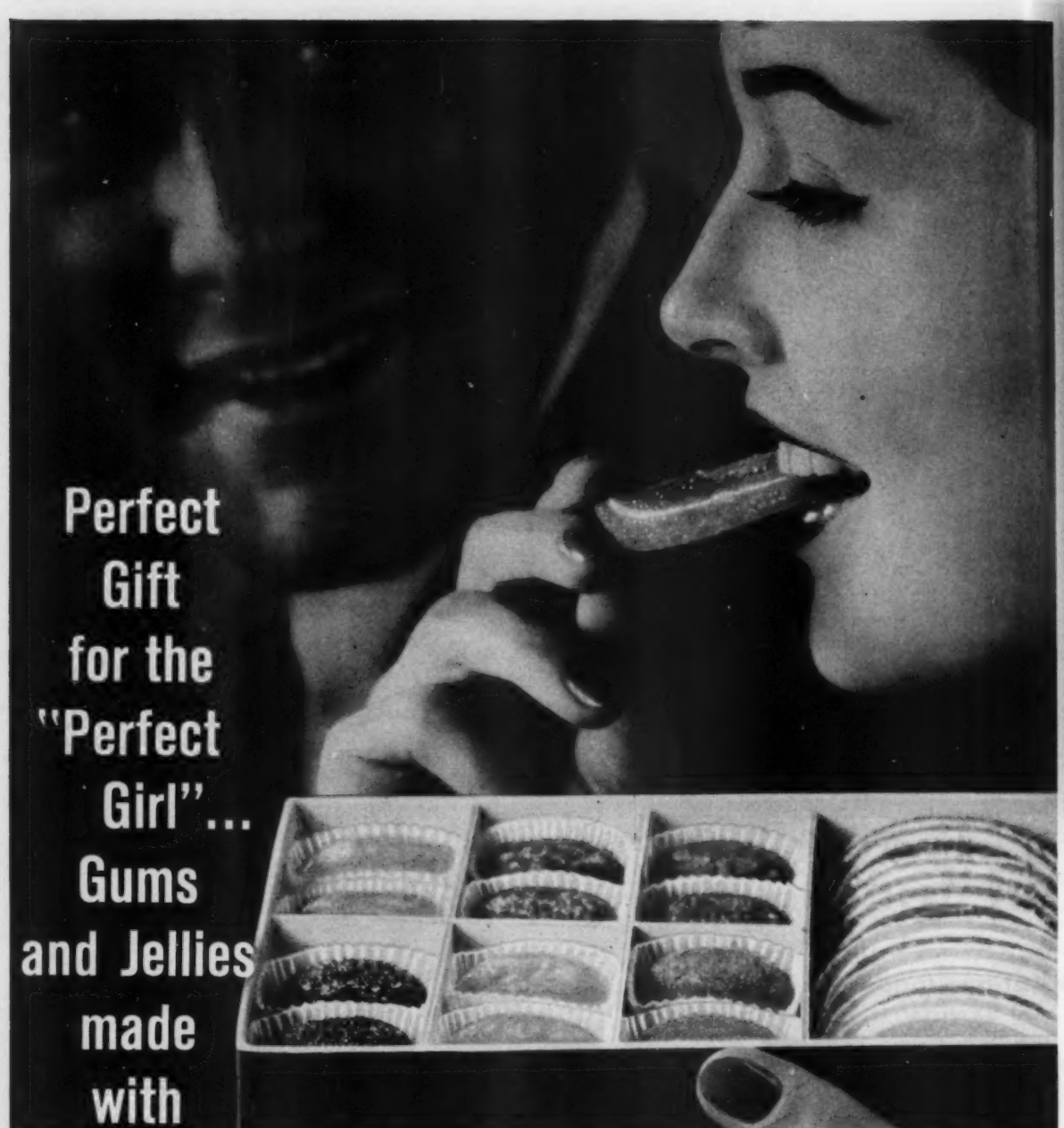
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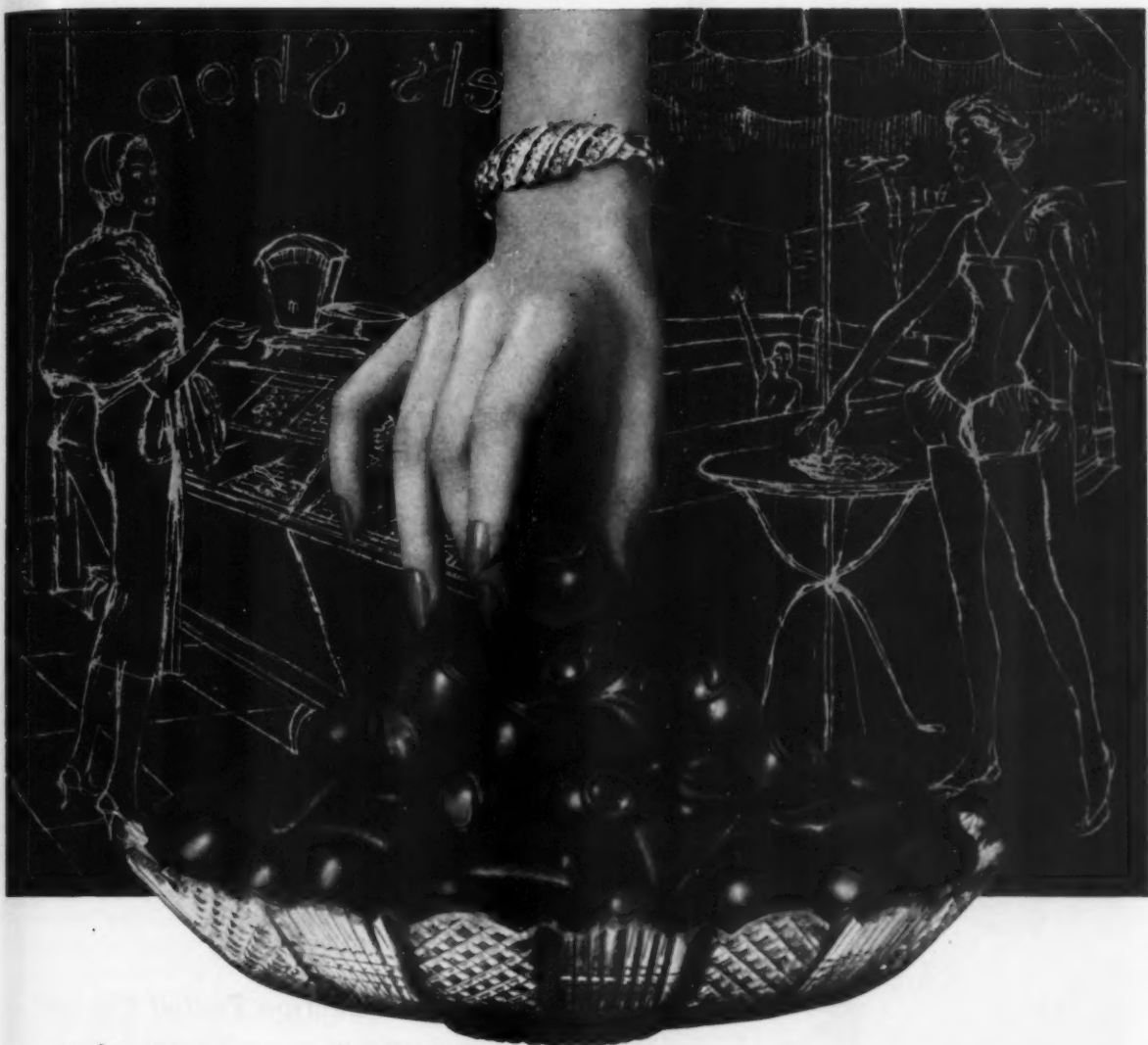
He may not know it, but this young man has made an excellent choice of gums and jellies, because they're made with Hudson River thin-boiling starches! With Hudson River starches, you get a gum drop or gum center that jells and sets up well—with cripples virtually eliminated. Made to rigid specifications, Hudson River starches give you ideal working qualities on the mogul or the depositor. Learn more about these famous starches. Technical assistance on any production problem involving their use gladly furnished without obligation. Just write or give us a call.



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- ✓ *Superior Compatibility
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- ✓ *High Concentration
Assures Maximum Economy*



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Interpack exposition report

BY STANLEY E. ALLURED, EDITOR



Visiting the Interpack exposition was a tremendous experience to anyone familiar only with the expositions of this country. 255 stands in five big buildings, covering 300,000 square feet of exhibition space, entirely devoted

to exhibits of candy, chocolate and packaging machinery and materials. The large majority of stands contained exhibits of interest to candy manufacturers. A general line American manufacturer would certainly find at least 150 stands where equipment of direct interest to him was on exhibit. Even the most specialized candy manufacturer could easily find twenty or thirty stands that displayed machinery that had direct potential use in his processes.

A listing of some of the large equipment on display gives some indication of the wealth of machinery in the exhibits. There were more than a half dozen three and five roll refiners, a 22 pot horizontal cocoa press, a large cocoa powder plant, more than a dozen longitudinal and rotary conches, two complete starch moulding plants with starch conditioning equipment, four vacuum cookers one complete working chocolate moulding plant and several units from others. A host of tempering machines, chocolate pumps, and assorted chocolate processing machines.

At least one hundred wrapping machines were working on the various stands. They ranged from intricate foiling machines, to the very high speed twist wrappers, and cut and wrap machines.

This type of machinery use to be included in the giant Hannover Fair, which included all heavy machinery. This year, the candy, chocolate and wrapping machinery manufacturers left the Hannover Fair and organized this specialized exposition, Interpack, to give a more concentrated exhibit

for these industries. This fair will be held every other year, with the next one scheduled for May, 1960.

It is hard to see how any American candy or chocolate manufacturer could not benefit from attending this show. The tremendous number and variety of equipment on display, and the wealth of candymaking ideas should repay the time and expense of this trip many times over.

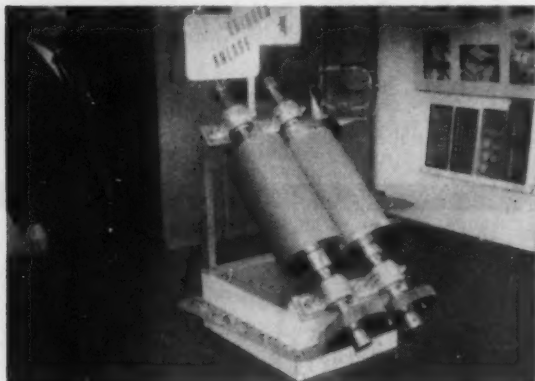


Haensel Twist Wrapper

Otto Haensel Junior, GmbH, Hannover, Germany

This firm exhibited a wide range of wrapping machines, together with their familiar candymaking machinery. A complete filled hard candy line, including the Gabel forming machine, was displayed. A medium sized fully automatic fondant plant, a caramel cooker and a vacuum cooker were displayed. The machine that drew the most attention was the new twist wrapper. This is a double head machine, that in effect is two machines in one. Each head can be set for a different piece, and use different papers and wraps. The machine speed is from 320 to over 500 pieces per minute, depending on the type of piece, with each wrapper head

running at half that speed. This gives a machine that compares with the highest speed twist wrapper on the market, with much greater flexibility.



Mikrovaerk Center Rolls

Mikrovaerk A/S, Kopenhagen, Soborg, Denmark

The feature at this booth was a pair of engraved rollers used for the production of chocolate centers for panned items. The rollers are mounted side by side horizontally, and chilled with circulated brine inside. Tempered chocolate is fed between the rolls, and a web of cooled chocolate is expressed below, with centers attached. After cooling, the web is broken and the centers separated and cleaned by tumbling in a perforated drum.



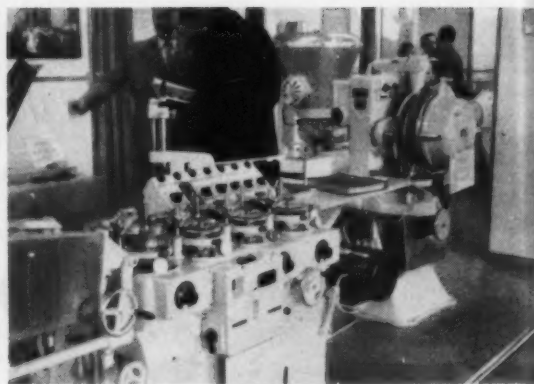
Agathon Moulds

Agathon Metallwarenfabrik, GmbH, Bottrop, Germany

This company is a manufacturer of metal molds for chocolate moulding work. The moulds on display were all for use in automatic shell plants. The newest development is the firm's Unica mould, a mould with the face and frame formed of a single piece of metal. This eliminates for former welded joints between the plate and frame of previous moulds. It practically eliminates the separating of plate and frame, and greatly reduces the total breakage of moulds in plant operation.

Hansella-Maschinen GmbH, Viersen (Rhld), Germany

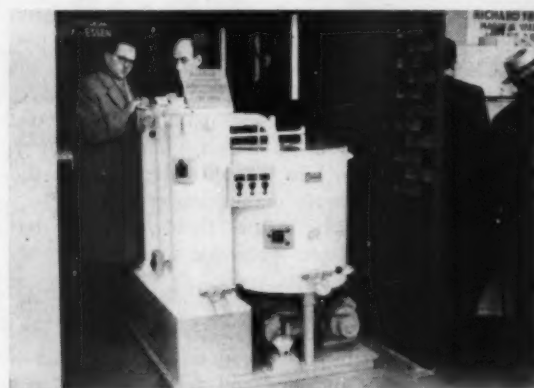
This company exhibited a wide range of candy-



Hansella Uniplast Plant

making equipment, including their continuous metering and dissolving machine, the automatic continuous vacuum cooker and filled and solid hard candy forming machinery. The packaging machinery of this firm has been separated into a separate company, Hamac Packermaschinen GmbH, and includes the Transwrap and other packaging equipment.

The new Uniplast machine is quite unique in its operation. It provides a truly seamless filled candy, at top speeds for forming equipment. This seamless feature is particularly important in wrapping machinery, for a smooth piece will perform much better in high speed wrappers.



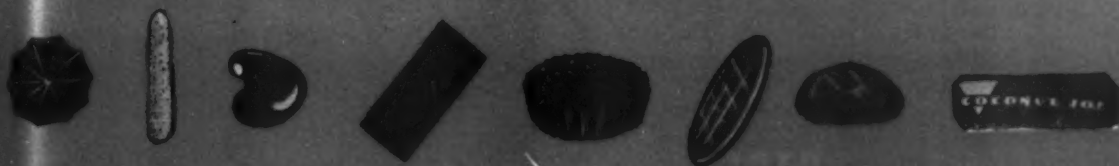
Nielsen Tempering Machine

A. E. Nielsen Maskinfabrik, Virum, Denmark

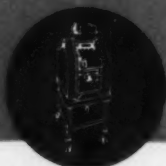
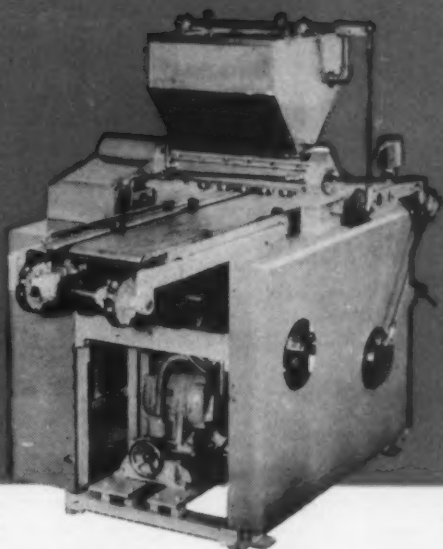
A small enrober was operating with coating, in this booth. A larger Senior model was displayed, and the new type of tempering machine. The newest feature on the Senior coaters are adjustable end shaft of the wire belt, rather than adjustable detailer rod. A fixed rod eliminates the whip that develops in a long fast rotating rod. The end shaft of the wire belt, rotating slowly, does not suffer from the adjustable mounting.

This firm also illustrated their new depositing machines for very light foams. These foams are in the density range of .1 to .2 specific gravity, or 15 to 30 ounces per gallon. They do not contain a gelling agent, but in fact are essentially a light frappe. They are deposited on a wafer, skinned,

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Deposits can be made in all types of molds, foil or paper cups, or direct on trays, plaques, or belts. And the Racine Depositor assures absolute uniformity of size and weight, with a minimum of labor cost, and a maximum of dependable trouble-free production.

Profit by modern methods of candy production with a machine that more than pays its way in production, quality, and labor savings. There are four different models to meet the requirements of every shop. Write or phone for details.

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and immediately enrobed. They are very popular in Germany. The problem of depositing this exceedingly light foam without crushing it has been very cleverly done.

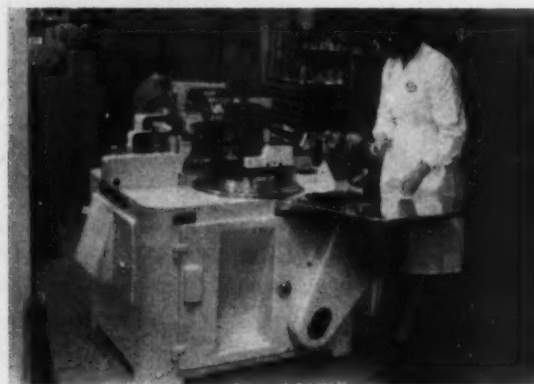
The tempering machine is unique because of its third tube. The first is a cooling tube, the second reheating, and the third a storage capacity for tempered coating where the tempered coating is continuously mixed to prevent streaking. This third tube is continuous fed with tempered coating, and the amount that is not drawn off for use is shunted back to the melting kettle for complete reworking. This principle keeps a constant supply of tempered coating ready at all times.



C & M Cocoa Powder Plant

Carle & Montanari S.p.A., Milano, Italy

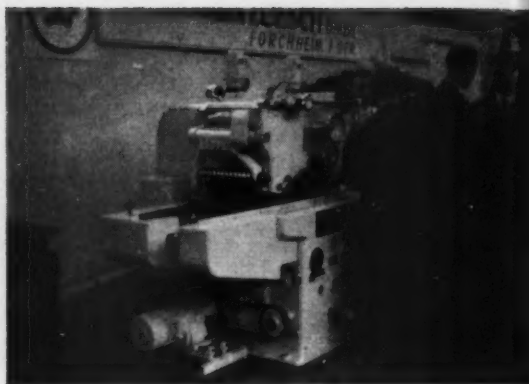
This company had one of the largest displays at the Fair, with probably the largest machine on display, a 22 pot horizontal cocoa press. They also displayed a cocoa preparation plant, and parts of a shell moulding plant.



Rasch Foiling Machine

Wilhelm Rasch KG, Koln-Braunsfeld, Germany

This firm's most familiar machine is the Universal Foiling and Banding Machine. It does an amazing variety of packaging jobs, including foiling with puckering or pleating to the top of piece, attaching a thread for hanging by tape or twisting, heat sealing bottom and/or ends, rolling egg or bottle shapes and banding with a glue seal over a foil wrap. A printed foil can be registered at any place on the piece.



Loesch Depositor

Loesch, GmbH, Maschinenfabrik, Forchheim (Ofr), Germany

This firm displayed several parts of their shell moulding plant and two wrapping machines. Of particular interest was the hollow moulding portion of their shell plant. Half size matching moulds, mounted together in the carrier chain, go through the plant and each forms a shell. After cooling, the edges are warmed and the two matching moulds are turned and clamped together to set. After opening, complete hollow moulded items are then ready for demoulding. This type of operation can be set up in conjunction with a standard type of moulding plant, and used for other items at times when hollow items are not in season. A magnetic vibratory mould shaking machine was also displayed which held the mould during the shaking by magnetic attraction to a carrier bar.



Hutt Extruder

Hutt Form-automaten GmbH, Schluchtern-Heilbronn, Germany

This firm is very well known for their extruding machines for soft pastes. They displayed a one, two or three color extruding machine, with automatic cutter and balling attachment. It is designed for use with soft pastes with some fat content. The three color extruder can be set to layer the three colors, or place one inside the other, such as a star inside of a circle and the whole inside a square. The capacity is up to 200 pounds per hour for balled items, and from 200 to 300 per hour for two and three color cut items.

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Baker Perkins (Exports) Ltd., London W1, England

This firm displayed a number of machines for making and packaging candy, including a dissolving machine. It consisted of a tank with steam coils and recirculating pump. The required sugar and corn syrup and water is placed in it, and the steam and pump turned on. In only a few minutes the batch is uniformly dissolved and heated ready to be drawn off for a fast cook in another kettle. A Forgrove continuous flow wrapping machine was also displayed. There were also two Package Machinery machines, one the familiar Palmer Carton Former.

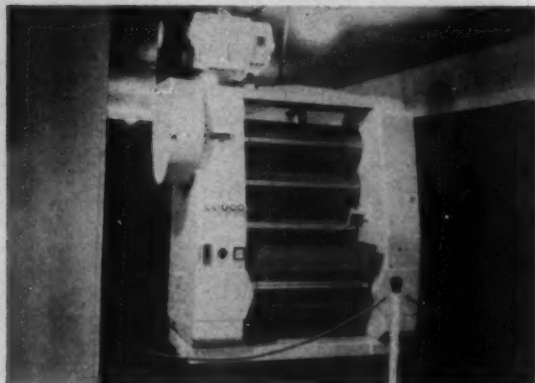


Theegarten Vacuum Cooker

Rose, Theegarten & Co., Koln-Ehrenfeld, Germany

This German firm is associated with Rose of England, and sells their wrapping machines on the continent. Theegarten manufactures candymaking machinery, and exhibited several cookers, particularly vacuum cookers, with a device for metering in raw materials from storage tanks above.

About fifteen Rose wrapping machines were on exhibit, performing the wide variety of wrapping jobs for which the firm is famous.



Buhler Refiner

Gebruder Buhler, Uzwil, Switzerland

This firm exhibited their newest model five roll

refiner. It features hydraulic roll pressure control. The firm also displayed a three roll machine, of similar design.



Vormenfabriek Moulds

N. V. Vormenfabriek, Tilburg, Holland

This manufacturer of moulds for shell and solid moulding plants exhibited a wide range of shapes and mould types for all types of candies.



Bindler Moulding Plant

Gebr. Bindler, Bergneustadt (Rhld). Germany

A complete solid bar moulding plant was on display and in operation at this stand. The full cycle of mould travel, depositing, cooling and mould reheating could be traced in operation. No chocolate was run on it, but the full machine was in operation. This is an example of the effort made by most of the exhibitors to provide their equipment in the most realistic way for appraisal by candy manufacturers.

Oswald Niedecker, Frankfurt/Main, Germany

This firm makes equipment for fastening an aluminum clip around the neck of a poly bag. It gathers the neck in a very neat bunch, and fastens the clip so that it does not puncture the bag, but firm enough to keep it from slipping. It is quite common in Europe for bags to be gathered leaving two or more inches of bag top fanned out on top. The fan top is printed in a fan design or flower design to give a very elegant effect to the finished bag.

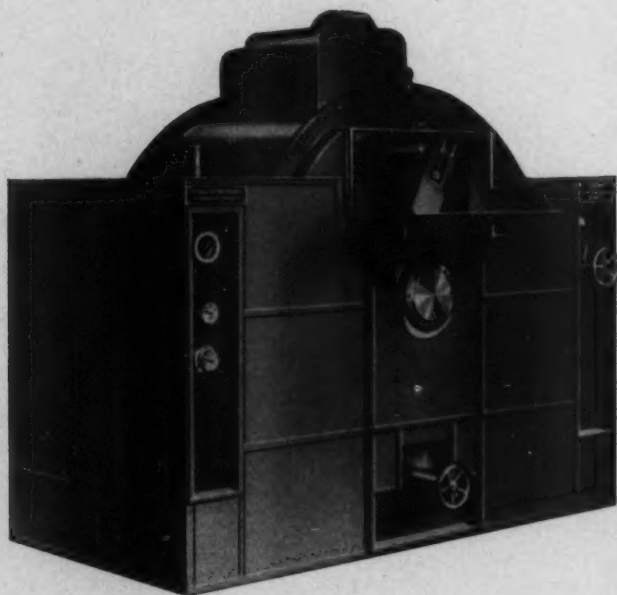
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F. B. Lehmann GmbH, Aalen (Wurt), Germany

This company displayed a partial shell moulding plant, a large rotary conche, and a cocoa bean winnow. The new part of this machine is the bean breaker, which is a large shaft with dull blades mounted on it. The shaft rotates a high speed, and as beans are fed to it by gravity, they are broken by impact against the blades and walls of the chamber surrounding the shaft. This is reported to produce a smaller amount of fines and a more even size of particle that is easier to clean with a minimum loss of nib.



G.D. Wrapper

Societa G. D., Bologna, Italy

This firm had several of their wrapping machines on display. Their newest is a combination machine that wraps hard candy pieces individually in a bunch cello wrap, and then groups up to ten into a row and overwraps them in a paper, cello or foil with a heat seal. The capacity of the machine is up to 400 individual wraps per minute, so that with ten pieces per pack, it will produce 40 complete packs per minute.



Brucks Revolving Pans

Walter Brucks, Alfeld/Leine, Germany

This firm makes revolving pans of all types, sizes and shapes. Of particular interest is the tilting models, and small specialized shapes. These we would label laboratory models because of their size, but are used for special purposes. For example, they make a pan with a glass bowl. Electrically heated pans are made in a variety of sizes, both tilting and with air blowers.

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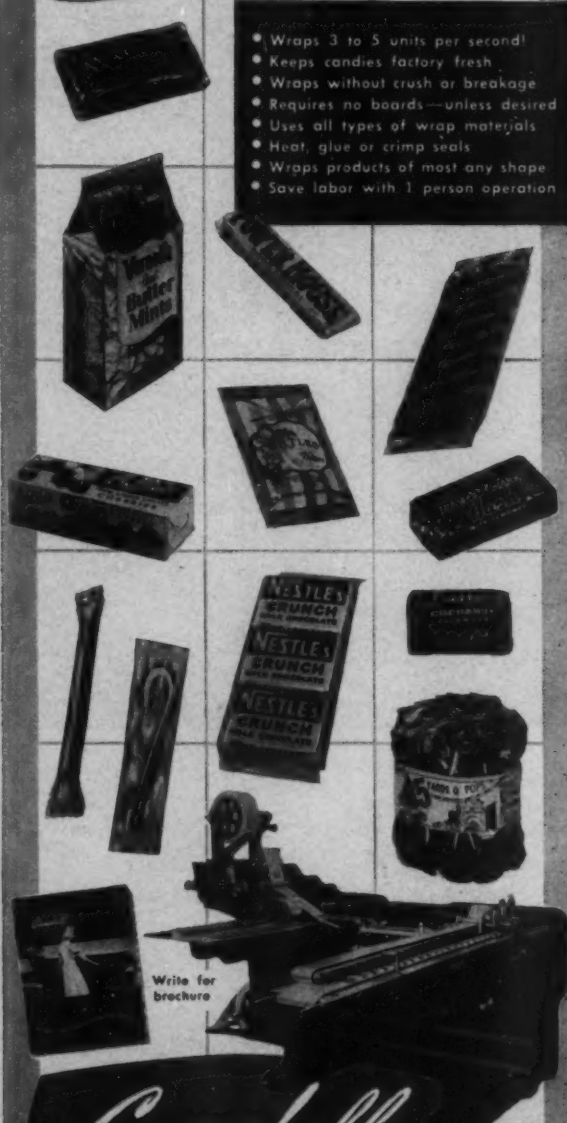
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For Goodness Sake!



Candies taste fresher —
sell faster—and cost you
less to package on the
Automatic Campbell Wrapper



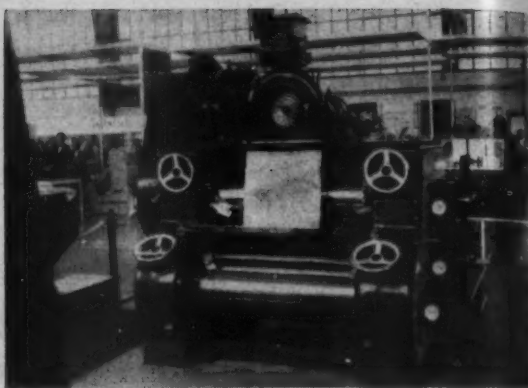
- Wraps 3 to 5 units per second!
- Keeps candies factory fresh
- Wraps without crush or breakage
- Requires no boards—unless desired
- Uses all types of wrap materials
- Heat, glue or crimp seals
- Wraps products of most any shape
- Save labor with 1 person operation

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Folding Machines, Crepe and Paper Converting Units

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Thouet Liqueur Mill

Thouet KG, Maschinenbau, Aachen, Germany

This firm had a large stand of chocolate processing machinery. Two longitudinal friction conches were displayed, one of 2200 pound capacity and one of 1100 pound capacity, both of the four pot type. A large rotary conche was also shown. In addition a five roll refiner and a three roll refiner were on the stand. The three roll machine is fitted with a pinned disk mill for grinding cocoa nib.



Morton Pressure Beater

Morton Machine Company, Wishaw, Scotland

This company has a very interesting pressure beater. It is a batch beater, somewhat similar to the usual planetary type, but is fitted with a pressure-tight cover and the beater shaft enters through the bowl. An air compressor is supplied with the machine, to provide a working pressure of 22 psi. In practice, the bowl is charged with a batch, the top closed and locked, and the beating action started. The air compressor immediately starts and brings the pressure up to 22 pounds quickly. After a predetermined time, the beating stops by timer action. A bottom outlet is opened to remove the batch, and the pressure in the kettle blows it into any container, hopper or other place it is wanted. On release of the pressure, the batch expands to nearly twice its volume.

A special attachment is also available in which materials to be folded into the batch after beating are placed. In this model, a slower speed folding action is started immediately after the beating, and a screw automatically starts feeding the material to be folded in.

FMC International, a division of Food Machinery and Chemical Corporation, San Jose, California

This firm, the only American machinery exhibitor, showed several very familiar machines. The Campbell Wrapper, two Simplex bag making machines, and a casing machine. This firm does make some machines in Europe, but most of their equipment is imported from this country.



Bauermeister Rotary Conche

Hermann Bauermeister GmbH, Hamburg/Altona, Germany

This firm had a large display of heavy equipment, including a large nine roll cocoa nib refiner, cocoa and sugar mills and their new non-jacketed conche. The conche is heated with radiant elements rather than a jacket, which is reported to be of some advantage in flavor development. The nine roll refiner is comprised of a five roll cocoa nib breaker and crusher at the top, with two fluted rolls, and a standard four roll liquor refiner below. The liquor falls from the five roll portion into a hopper which feeds the four roll refiner. A control in this hopper keeps it full to the correct depth by adjusting the speed of the cocoa nib crusher. This nine roll refiner is in use on the continent for very fine chocolate, as it produces a liquor with the lowest possible temperature rise in the product.

Winkler & Dunnebier, Neuwied/Rhein, Germany

This firm had a large stand and exhibited a complete starch moulding plant, parts of a shell moulding plant, a center feeder for enrobers. The center feeder is of unique design, with curved feeder bars, that have an amazing capacity to deliver centers right side up and in perfect rows.

Gerhard Steinberg KG, Wasserburg-Bodensee, Germany

This firm displayed a very fancy and involved appearing chocolate spraying equipment. It includes chocolate pumps, pressure tanks, heated lines, various controls and variable spray heads.

Ernst Lichtenberg K. G., Hannover, Germany

This firm displayed a small balling machine for soft candy that has some fat in it, with a minimum of about 5%. An engraved nylon drum proportions each piece from a hopper, and then passes the

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Smoother than glass, with tremendous tensile strength, here is the ideal belting for cooling tunnels. Voss "Kleer-Gloss" 3M600 with its Mylar* surface, imparts a mirror-like gloss to chocolate product bottoms. Not only does this material give fine glossy bottoms on your chocolates, but it also wears well and provides sharp, clean embossing if desired.

Voss "Kleer-Gloss" 3M600, with its sturdy neoprene backing, is easy to track, easy to splice. Furnished in opaque white or eye-rest green.

Multi-tier plaques of lighter and more flexible M3000 or M6000 "Kleer-Gloss" Mylar* are plant-proven for quality and performance. Send today for test samples—they are yours for the asking.

*DuPont trademark for its polyester film.

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mass to a nylon balling wheel revolving within a stationary grooved nylon plate. The capacity of the machine is probably about 300 pounds per hour of pieces up to one half ounce in size. It was developed for marzipan, but has been used for nougat and caramel.

Another machine of a similar type is a double die machine for forming large pieces of candy. It too requires some fat in the candy and a fairly soft texture. It will form pieces up to about five ounces in size between two dies to give a full shape. Its capacity is about 50 pieces per minute. The machine on display was forming perfect donuts, full size.



Petzholdt Conchs

J. S. Petzholdt Spezialfabrik, Frankfurt/Main, Germany

Of particular interest at this stand was the conche that has become so familiar in American chocolate factories. It features a unique aerating action in which a thin stream of chocolate is continuously flung against the wall of the conche and then scraped back into the main batch.

ZEVA-Elektrizitaetz-Ges, Arolsen-Waldeck, Germany

This is a manufacturer of small hand and semi-automatic bag making and sealing equipment. They have a range of hand sealing irons of various types, and jaw sealers both simple and partially automatic. Of particular interest was a small frame and hand cutting and sealing tools, that allowed an operator to make poly bags from roll tube stock, at speeds up to 60 per minute.

Societe Anonyme d Plieuses, SAPAL, Lausanne, Switzerland

Two of this firm's fine wrapping machines were on display. They are best known for their elegant foiling machines, and fine bar wrappings. The machines are of medium speed, and have a wide range of sizes.

Richard Frisse, Maschinenfabrik, Herford (Westf.) Germany

This firm is particularly known for its conches and tempering machines. Its seven zone tempering machine is one of the most accurate machines of its type available.

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Find out how Valley Fresh Sweet Dairy Whey can help improve your products...at lower cost. For candy bulletins, working samples and information on the many other Western food ingredients, please write: Technical Service, Department 15D.



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COAST-TO-COAST PLANTS AND WAREHOUSES...NO SEASONAL SHORTAGES OR SHIPPING DELAYS**

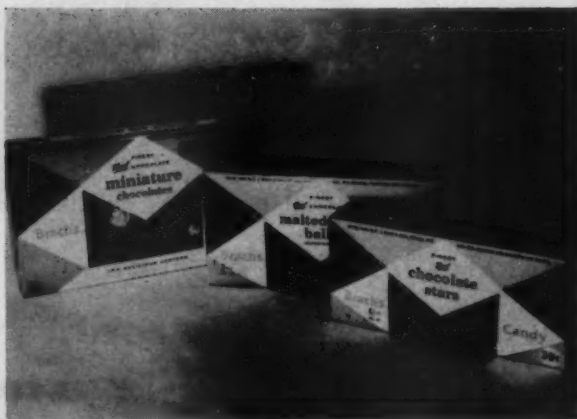
First award, General merchandising superiority
Sears Roebuck, for their Peggy Kellogg line, used
excellent illustrations to show the eight different
kinds of candy in this line.
An excellent family relationship has been
achieved even though the boxes vary in size in order
to meet the uniform one pound weight.
4 colors, offset, .014 solid bleached sulphite
Carton by U. S. Printing and Lithograph Company



the Folding Paper Box Association **AWARDS**

Merit award

W. F. Schrafft and Sons used peppermint stick
coloring combined with deep chocolate brown to make
the contents of this carton unmistakable. The carton
holds 21 mints which are clearly visible
through a window in the hinged cover.
2 colors, letterpress, solid sulphate clay coated board
Carton by Container Corporation of America



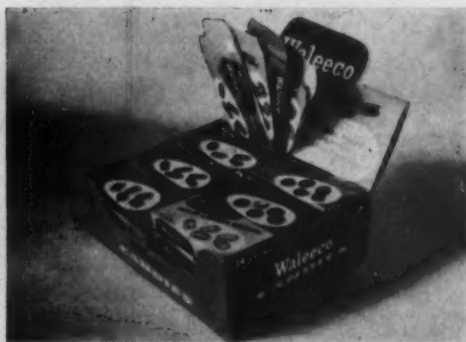
Merit award

E. J. Brach and Sons designed these cartons
specifically at the request of the syndicate stores
requiring a different approach than the usual carton.
The diamond motif in the design lends itself to
effective mass display for easy product identification.
2 colors, gloss inks, letterpress, white machine
clay coated chocolate greaseproof board
Carton by Ace Carton Corporation





Backman Chocolate redesigned their entire line to emphasize a "fun" aspect through color choice and dynamics of design. Cartons are wax laminated and greaseproof, 5 colors, and Varnish, Offset. .018 Clay Coated News Back. Boxes by The Lord Baltimore Press.



F. B. Washburn redesigned their boxes with a different background color to denote flavor of candy. Pop-up display panel in the hinge cover repeats the design shape. Four color printing; offset, white patent coated news back. Cartons by Container Corporation of America.



P. S. Truesdell has an individual pocket type carton for their milk drops. A simple bar opens all pockets simultaneously for candy insertion. Carton is cellophane overwrapped. Two color printing, letterpress, White Patent Coated Glassine Lined carton. Box by Bradley & Gilbert Division of Standard Packaging Corp.



W. F. Schrafft & Sons family line for supermarkets was redesigned for easy recognition of product varieties and constructed for automatic filling. Printed four colors, offset, clay coated board. Carton by Container Corporation of America.



Circus Foods designed a carton for their nut logs with a stand-up panel in the hinge cover. Design employs the log and circus motif for recognition. 2 color, letterpress, white patent coated newsback board. Carton by Western Paper Box Co.



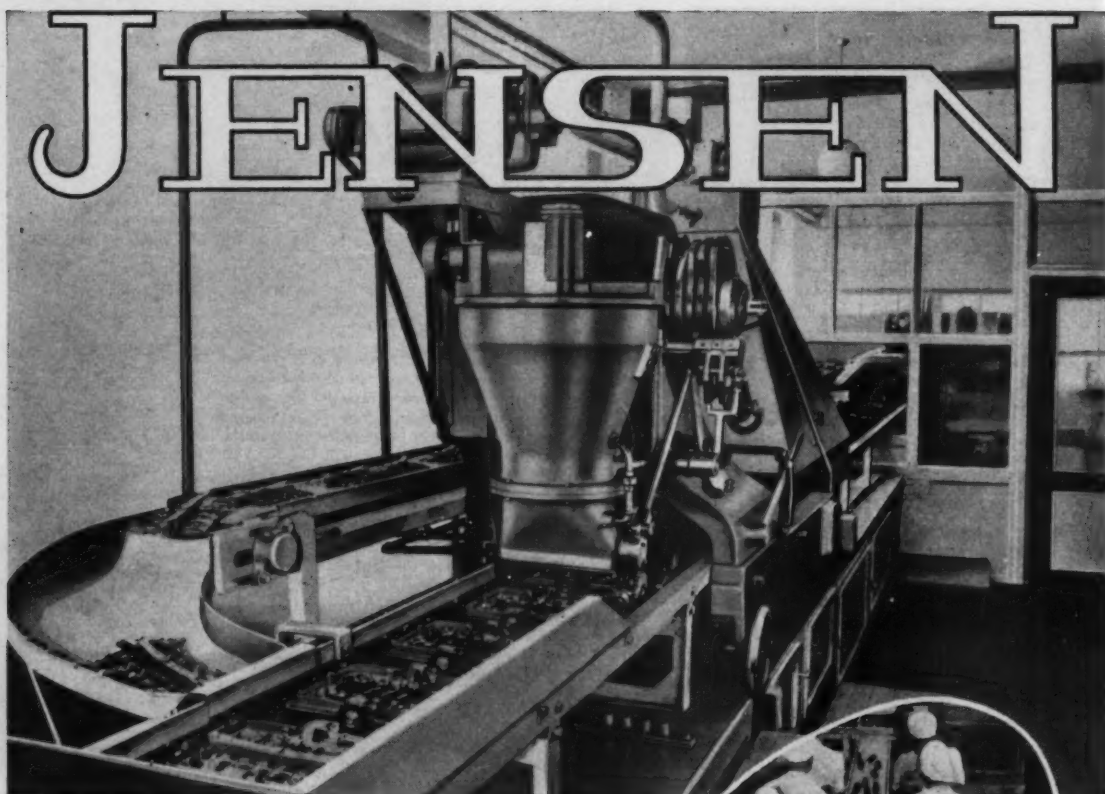
Price Candy Co. A black pot-bellied stove is the dominant feature of this package of licorice candy. On one side of the carton the stove has a transparent window for easy visibility. 4 colors, letterpress, .020 Lusterboard carton by Gereke-Allen Carton Co.



Community Industries had this carton redesigned to stress a quality candy for supermarket merchandising. Special feature includes a chocolate glassine liner and a cover illustration of the candy split open. 4 colors, letter press .020 White Clay Coated. Carton by Container Corporation of America.



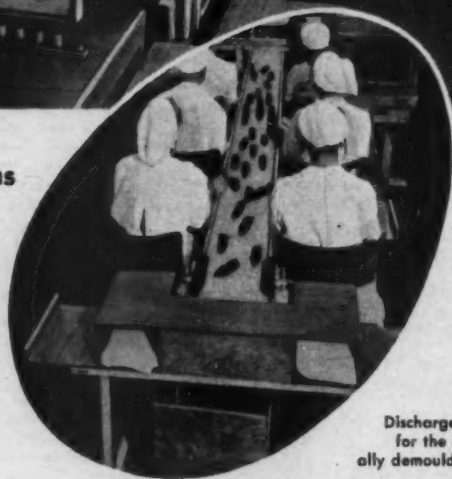
Schuler Chocolates uses the young-in-heart theme for their 24 and 48 count cartons. The child-like characters add an eye appealing and fresh way of displaying this established line of candies. 2 colors, letterpress, .024 White Patent Coated News Back. Carton by Cornell Paperboard Products Co.



Special Type of JENSEN Moulding Installations Designed for Hollow Chocolate Figures

Rational production of hollow figures
of any shape and size up to $7\frac{1}{2} \times 10$ inch.
Makes whole figures without fins — or
half figures (f. inst. half eggs).
Accurate weight depositing.
Quick change over to new production.

The continuous mould chain conveyor—the principle of the JENSEN installations—is maintained also in this special machine for moulding hollow figures. From the precise quantity of chocolate deposited into the mould the hollow figure is formed while the closed mould is rotating in two directions. The mould circuit can be composed by articles of different shape and size.



Discharge conveyor
for the automatic-
ally demoulded goods.

JENSEN means

Maximum production of perfect
goods at precision weight on
minimum floor space.
Fully automatic working
Economy — Hygiene
Unsurpassed versatility

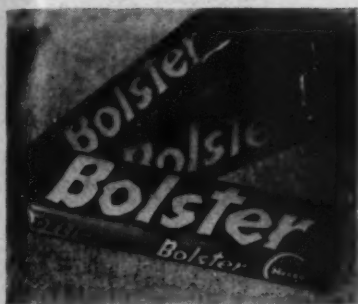
American Branch Office: Mikrovaerk (Canada) Ltd. 90, Advance Road, Toronto 18, Ont., Canada • Telephone: BEImont 1-2259

MIKROVÆRK A/S



32-38, SYDMARKEN, SØBORG
(COPENHAGEN) DENMARK
TELEGRAMS:
MIKROFACT - SØBORG

New Packages



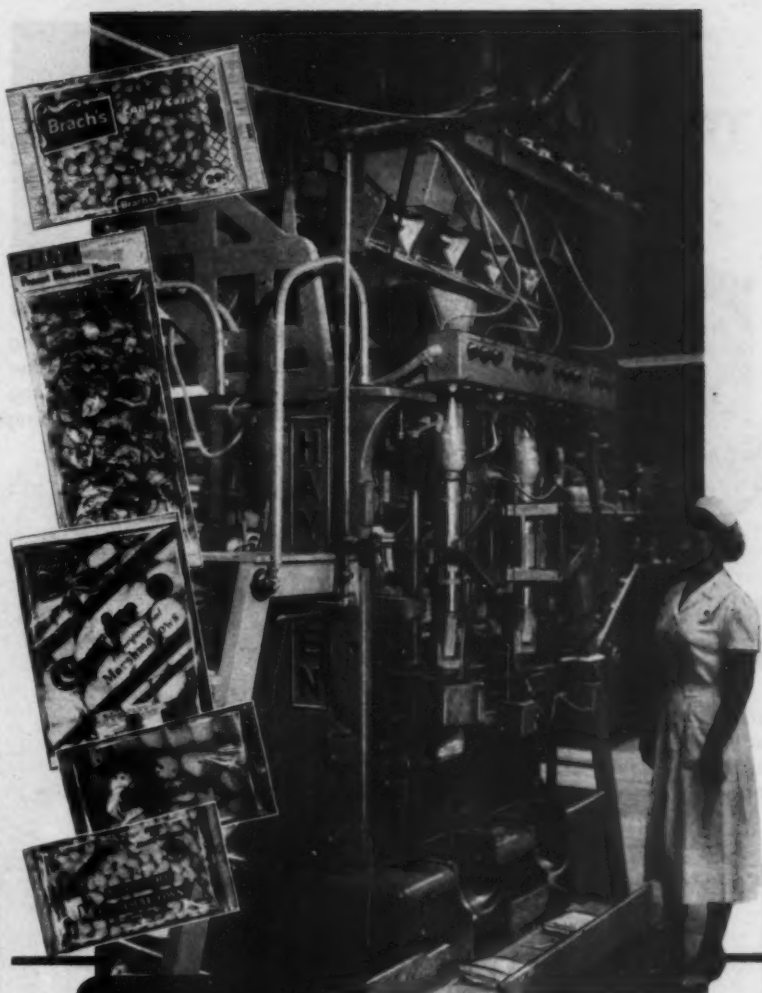
NECCO has started marketing a ten cent size of their well known Bolster bar. It is printed in the usual Bolster colors, blue and yellow.



J. C. Penny Co. is using this fibre can with metal ends for packaging fancy hard candies. The can holds two and one half pounds, and is opened with a tear string. The over-wrap label is lithographed in full color.



Katharine Beecher has added a 5½ ounce foil wrapped carton to the firm's line of food store packages. It contains yellow butter mints, and is heat sealed.



IT'S COMPAK FOR Cracker Jack

"...the new Hayssen COMPAK fills our every need for accuracy, speed, production and has cut our packaging costs."

Mr. Don Vater
The Cracker Jack Co.

"COMPAK" will do the same for your packaging. That's the way it's built, that's the way it runs. Forms the package directly from roll stock. Fills the package to exact measure. Packages are hermetically sealed with straight cutoff. Perfect printed design register. Let our experienced packaging engineers help you with your packaging problems. Write us today for further information.

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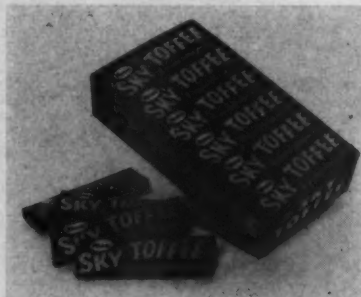
New Packages



Schrafft is using printed cello wraps for their 10¢ chocolate coated butter cream hearts, and are packing them in this attractive display carton.



Sweet Candy Company is using these new packages for this Easter season, with four color printing with varnish to convey the feeling of happy treats within.



NECCO has a new companion to

their Sky Bar, called Sky Toffee. It is moulded in the same shape as the original, but has four toffee centers, rather than four completely different centers as has Sky Bar.



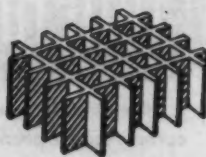
Yost Candy Company is using poly bags for the first time for their Kiddi-Pops. A circus motif in red and green decorates the front of the bags. They are in 12 ounce and two pound sizes.

BOATS



"LINT FREE"
U-Boats

DIVIDERS



"LINT FREE" Preassembled nest partitions
made on automatic machinery

LAYERS



"LINT FREE" Dividers,
Layers and Inserts

"LINT-FREE" Chocolate & Coated Boards

All items either plain or H.T. Non Stick Greaseproof Treated. Also available in Chocolate board, pure white food board, glassine laminated, silicated solid wood pulp board, vanillin and anti-oxidant treated chocolate board, colored board and greaseproof laminated board. Base cards, trays, and boats for automatic wrapping equipment. Samples and estimates promptly given.

See us at Booth #5, NCA Exposition.

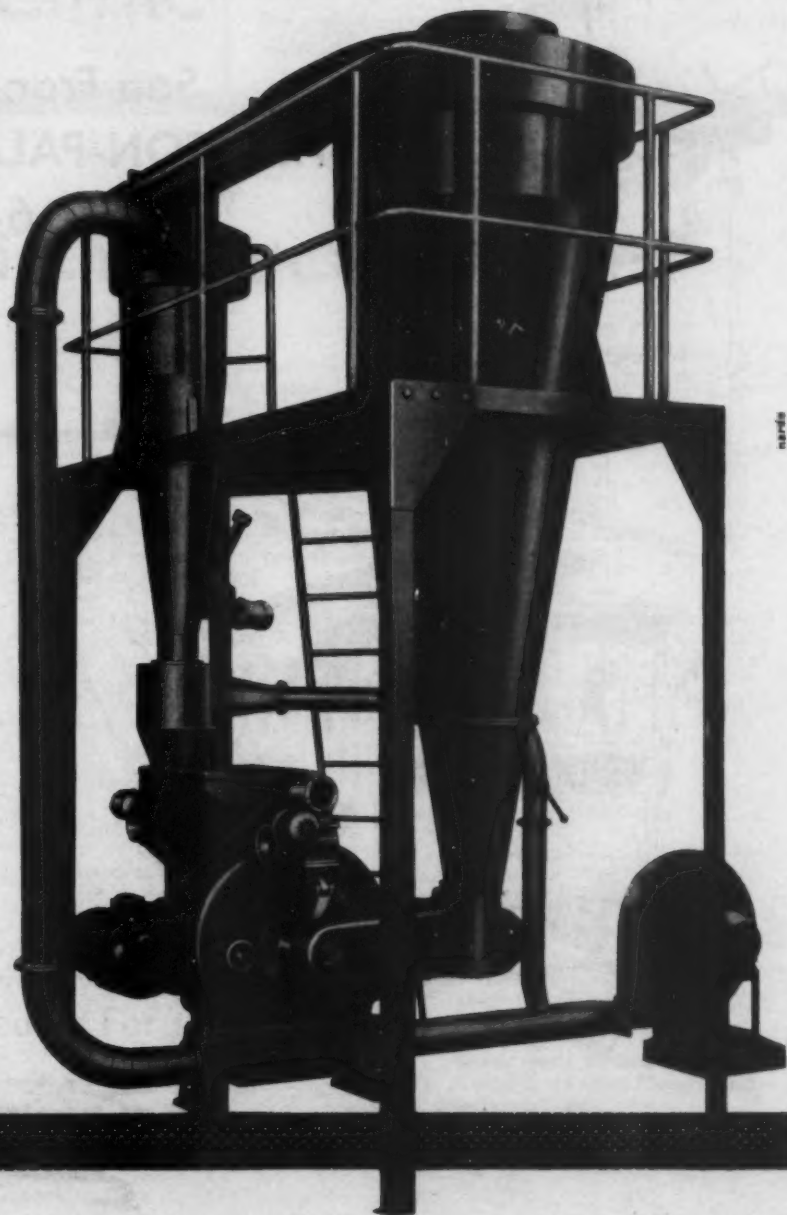
MURNANE

PAPER COMPANY

1510 N. KOSTNER AVE., CHICAGO 51, ILL.
WRITE OR CALL COLLECT CAPITOL 7-5300

the latest

IPC/250 COCOA POWDER PLANT



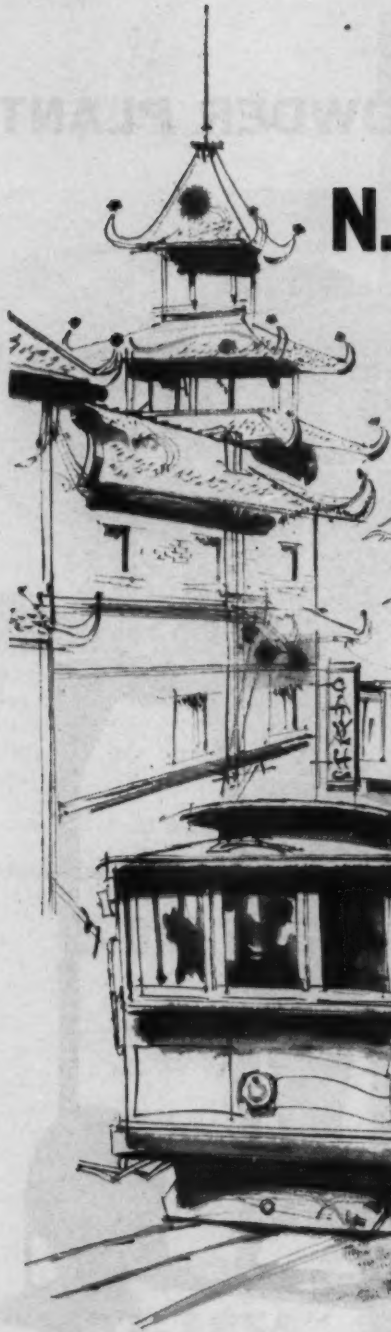
- very fine cocoa powder of fixed dark colour
- plant of easy operation and adjustment
- exceptionally solid construction of high quality material
- exceptionally efficient air system
- specially designed disintegrator with water cooling
- output up to 350 Kgs/h.



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Sales Representatives & Service: Chicago, Ill. • Los Angeles, Calif. • Canada in Vancouver, B. C. • Calgary, Alta. • Winnipeg, Man. • Toronto, Ont. • Montreal, P. Q.



Planning to attend?

N. C. A. CONVENTION

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JULY 6-10

Cable cars, Chinatown,
Fishermen's Wharf
and the many other
attractions of the
City by the Golden
Gate beckon you to
the Diamond Jubilee
Convention and
Exposition.



ANHEUSER-BUSCH, INC.
Corn Products Department
St. Louis, Missouri

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Assorted Chocolates up to \$1.15

Code 4A58 Chocolate Dipped Peanuts 1 lb.—69¢

(Purchased in a Chain Store,
Chicago, Illinois)

Appearance: Good for this priced confection.

Container: Large oblong box: Printed—blue, white and brown. Imprint of peanuts in color. Cellulose wrapper.

Coating: Good.

Peanuts: Good.

Taste: Good.

Remarks: The best milk chocolate coated peanuts (at this price) we have examined this year.

Code 4B58 Toffee Corn 5½ ozs.—37¢

(Purchased in a Chain Store,
Chicago, Illinois)

Appearance of Package: Good for this type of confection.

Container: The same that is used for a two quart milk container. Printed in yellow and brown.

Cor:

Color: Good

Texture: Good.
Taste: Good.

Remarks: Very tender corn and the right amount of candy. Very good eating, the best we examined this year.

Code 4C58 Peanut Brittle 1 lb.—60¢

Sent in for analysis.

Container: Oblong box, one layer type. Buff colored paper, top printed in red. Cellulose wrapper.

Brittle:

Color: Good.

Texture: Good.

Peanuts: Not roasted enough.

Remarks: Suggest peanuts be roasted higher and again as much salt to improve flavor.

Code 4D58 Assorted Chocolates 1 lb.—79¢

(Purchased in a chain drug store,
Chicago, Illinois)

Appearance of Package: Fair.

Container: Oblong shape box, printed—green, buff and brown. Two layer type full telescope.

Appearance of Box on opening: Fair.

Number of pieces:

Dark coated: 20

Light coated: 9

Gold foiled: 1

Coatings: Colors good.

Gloss: Poor. Dark coated pieces bloomed.

Strings: Poor.

Taste: Fair.

Dark Coated Centers:

Orange Cream: Good.

Chocolate Cream: Good.

M. M.: Tough.

Filbert Caramel: Good.

Vanilla Cream: Good.

Green Colored Nougat: Good.

Green Gum & Lemon Cream: Good.

Chocolate Caramel: Fair.

Rasp. Cream & Jelly: Could not identify flavor.

Peanut Butter Cream: Fair.

Mint. M. M.: Very tough.

Caramallow: Good.

Coconut Cream: Good.

Taffy: Good.

Jelly Stick: Could not identify flavor.

Milk Chocolate Centers:

Coconut Raisin Paste: Good.

Chips: Good.

Nut Brittle: Good.

Nut Paste: Good.

Chocolate Cream: Good.

Maple Cream: Good.

Peanut Cluster: Good.

Nut Nougat: Good.

Peanut Butter Blossom: Good.

Gold Foiled Cordial Cherry: Good.

Assortment: Good.

Remarks: Very good quality for this priced chocolates. Suggest dark coating be checked as it was badly bloomed.

Code 4E58 Assorted Chocolates 1 lb.—69¢

(Purchased in a Chain Store,
River Forest, Illinois)

Appearance of Package: Good for this priced chocolates.

Container: Oblong box, two layer type, full telescope. Printed—yellow, blue, red and brown. Cellulose wrapper.

Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—Assorted Chocolates up to \$1.15

APRIL—\$1.20 and up Chocolates; Chocolate Bars

MAY—Easter Candies; Cordial Cherries

JUNE—Marshmallows; Fudge

AUGUST—Summer Candies

SEPTEMBER—Uncoated & Summer Coated Bars

OCTOBER—Salted Nuts; Gums & Jellies

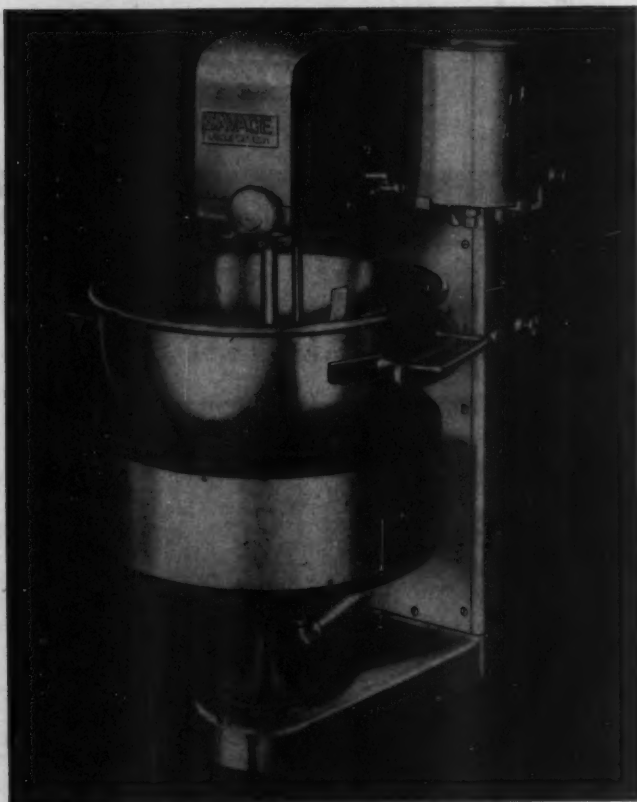
NOVEMBER—Panned Goods; 1¢ Pieces

DECEMBER—Best Packages and Items of Each Type Considered
During the Year.

SAVAGE LATEST FIRE MIXER

MODEL S-48

Thermostatic Gas Control—Variable Speed



The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

- Automatic Temperature Control
- Variable Speed from 30 to 60 RPM
- Break-back within floor space 32" x 48"
- Aluminum Base and Body Castings
- Atmospheric Gas Furnace with Stainless shell
- Removable Agitator, single or double action
- Stainless Cream Can and Stainless Drip Pan
- Copper Kettle 24" diameter 12½" deep or 16" deep

You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

Your inquiry invited

SAVAGE BROTHERS COMPANY

2638 Gladys Ave.

Chicago 12, Ill.

Appearance of box on opening: Good.

Number of pieces:

Dark Coated: 9.

Light Coated: 14.

Gold Foiled: 2.

Vanilla Caramels: 4 Cellulose wrapped

Coatings: Colors good.

Gloss: Good on milk chocolate, partly bloomed on dark.

Dark Coated Centers:

Orange Creams: Good.

Chocolate Cream: Good.

Vanilla Cream: Good. Lacked flavor.

Peppermint Cream: Very poor cream.

Light Coated Centers:

Coconut Cream: Dry and hard.

Pink Cream: Could not identify flavor.

Maple Cream: Fair.

Chocolate Caramel: Good.

Jelly: Could not identify flavor.

Brazils: Good.

Creams (foiled): Could not identify flavor.

Vanilla caramels, cello wrapped: Good.

Assortment: Not up to standard.

Remarks: We have examined far better chocolates at this price. Creams need checking up, also flavors.

Code 4F58

Assorted Chocolates

1 lb.—89¢

(Purchased in a department store, Chicago, Illinois)

Appearance: Fair.

Container: White oblong box, two layer type. Printed pink and brown. Imprint of chocolates—colors.

Appearance of box on opening: Bad. A number of pieces were broken. We could not count all the pieces as most of them were crushed.

Milk Coated: 31

Foiled: 2

Jordan Almond: 1

Coating: Milk Chocolate.

Color: Good.

Gloss: None.

Strings: Poor.

Taste: Fair.

Centers:

White Cream: Lacked flavor.

Jelly: Could not identify flavor.

Chew: Tough and tasteless.

Pink Cream: Could not identify flavor.

Pepp. Cream: Fair.

Maple Cream: Fair.

Van. Caramel: Tough and hard.

Chocolate Cream: Fair.

Lemon Cream: Poor flavor.

Orange Cream: Poor flavor.

Foiled Creams: Cheap peppermint flavor.

Jordan Almond: Jacket too thick.

Assortment: Poor.

Remarks: The cheapest kind of centers. Poor flavors, poorly made creams. We have examined far better chocolates at 69¢ the pound. Suggest a cellulose wrapper to keep the top on the box.

Code 4G58

Assorted Chocolates

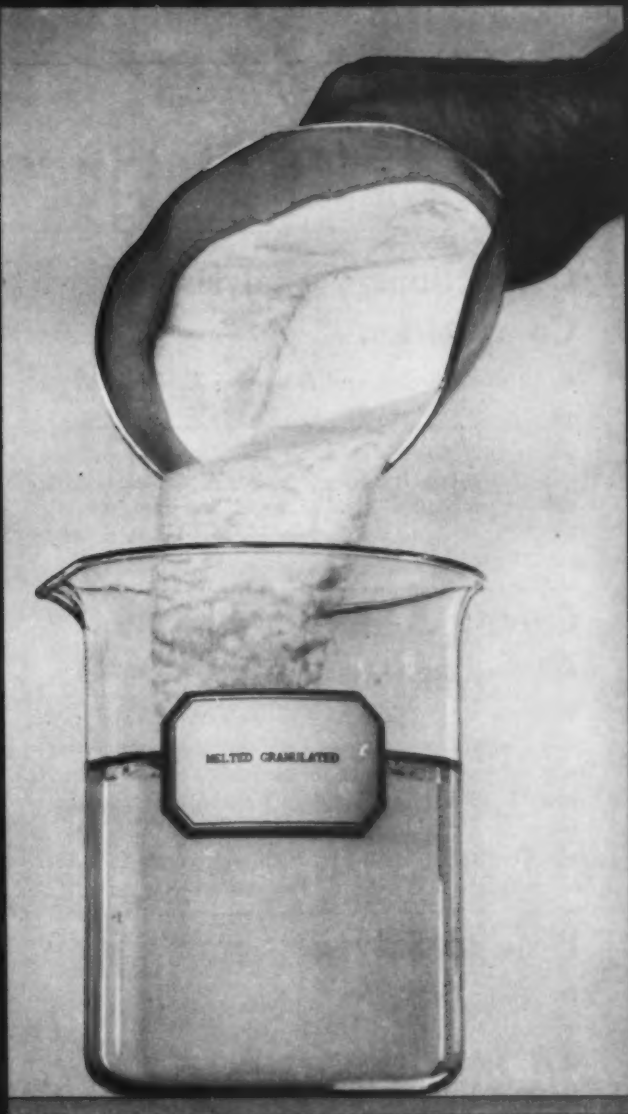
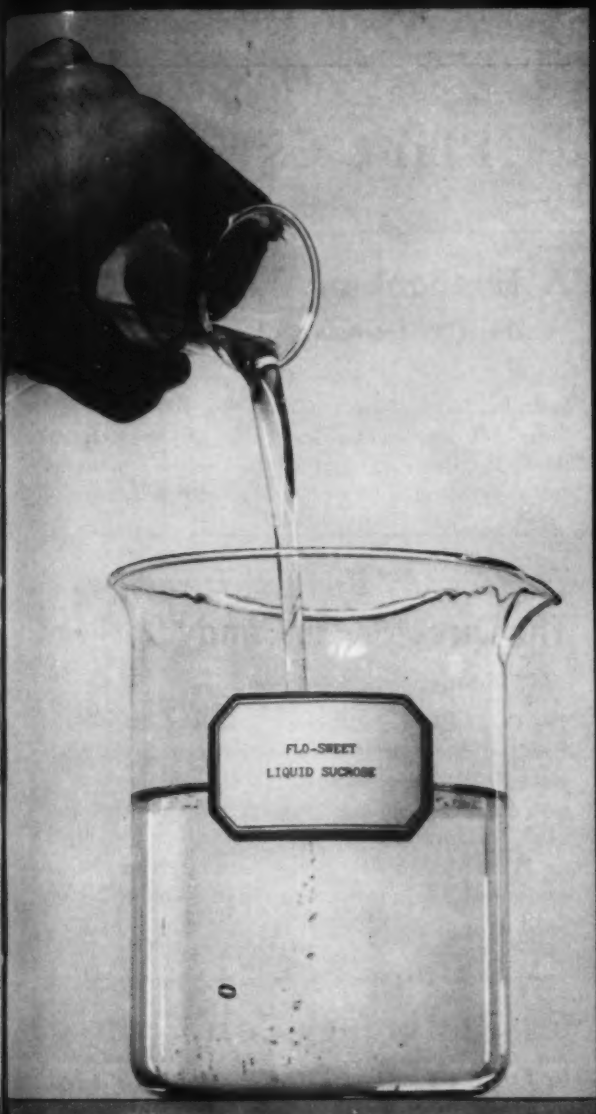
1 lb.—\$1.15

(Purchased in a grocery store, Chicago, Illinois)

Appearance of Package: Fair.

Container: Folding box, printed red.

Appearance of box on opening: Bad—badly crushed.



plates made direct from unretouched Ektachrome transparencies

TALK ABOUT SUGAR

You can't make a good liquid sugar by dissolving granulated sugar in water!

Nothing looks purer than the sparkling white crystals of granulated sugar. But when they are dissolved in water, as the photograph on the right shows, a certain amount of impurity of color shows up. And color is one good indication of sugar purity.

For more than a quarter century Flo-Sweet has been *the* pioneer in the development of a truly top quality liquid sugar. As the photograph on the left shows, Flo-Sweet today is so pure that it is hardly distinguishable in color from distilled water!

With today's trend toward higher and higher quality, only the best ingredients are good enough for the dis-

criminating food producer. We invite you to compare Flo-Sweet with any other sugar, liquid or granulated, on any basis that you choose: color, taste, or laboratory analysis. We are confident that you will be impressed by the results.

For this is true sugar quality—You can see the difference.

FLO-SWEET

REFINED SYRUPS & SUGARS, INC.

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SERVING INDUSTRIAL SUGAR USERS EXCLUSIVELY FROM
YONKERS, ALLENTOWN, DETROIT, TOLEDO

Helpful Books for Candy Plant Executives

Confectionery Analysis and Composition

by *Stroud Jordan and Katheryn E. Langwill*

This volume, first published in 1946, is still the only published reference work on the subject of confectionery analysis. It concerns itself with applicable data that covers composition of basic raw materials as well as that of the finished confections in which they have been employed.

Choice Confections

by *Walter Richmond*

This new book contains 365 formulas for making two batch sizes, one for hand work and one for machine work. There are instructions for each batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy and chemical terms. All of the formulas are cross indexed, and a complete chapter is presented on chocolate.

How to Salvage Scrap Candy

by *Wesley H. Childs*

This booklet is a complete revision of the author's work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

A Textbook on Candy Making

by *Alfred E. Leighton*

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

The Candy Buyers' Directory The Directory of Candy Brokers

1957 Edition

The Candy Buyers' Directory is an alphabetical and classified directory of wholesale candy manufacturers giving information on what type of candy is made by each firm, and in some cases the type of packaging used. The Directory of Candy Brokers is a geographical listing of over 600 candy brokers giving the accounts that they handle, the territory covered and the number of salesmen.

Profits Through Cost Control

by *Frank Buese and Eric Weissenburger*

This material deals with the problems of cost control in candy plants including planning for profit. The emphasis is on planning operations so that a profit will be made, and in early detection of those factors which will adversely affect profit.

- ☐ How to Salvage Scrap Candy
\$2.00
- ☐ Choice Confections
\$10.00
- ☐ A Textbook on Candy Making
\$6.00
- ☐ The Candy Buyers' Directory and
The Directory of Candy Brokers
\$4.50
- ☐ Confectionery Analysis and
Composition
\$8.00
- ☐ Profits through Cost Control
\$2.00

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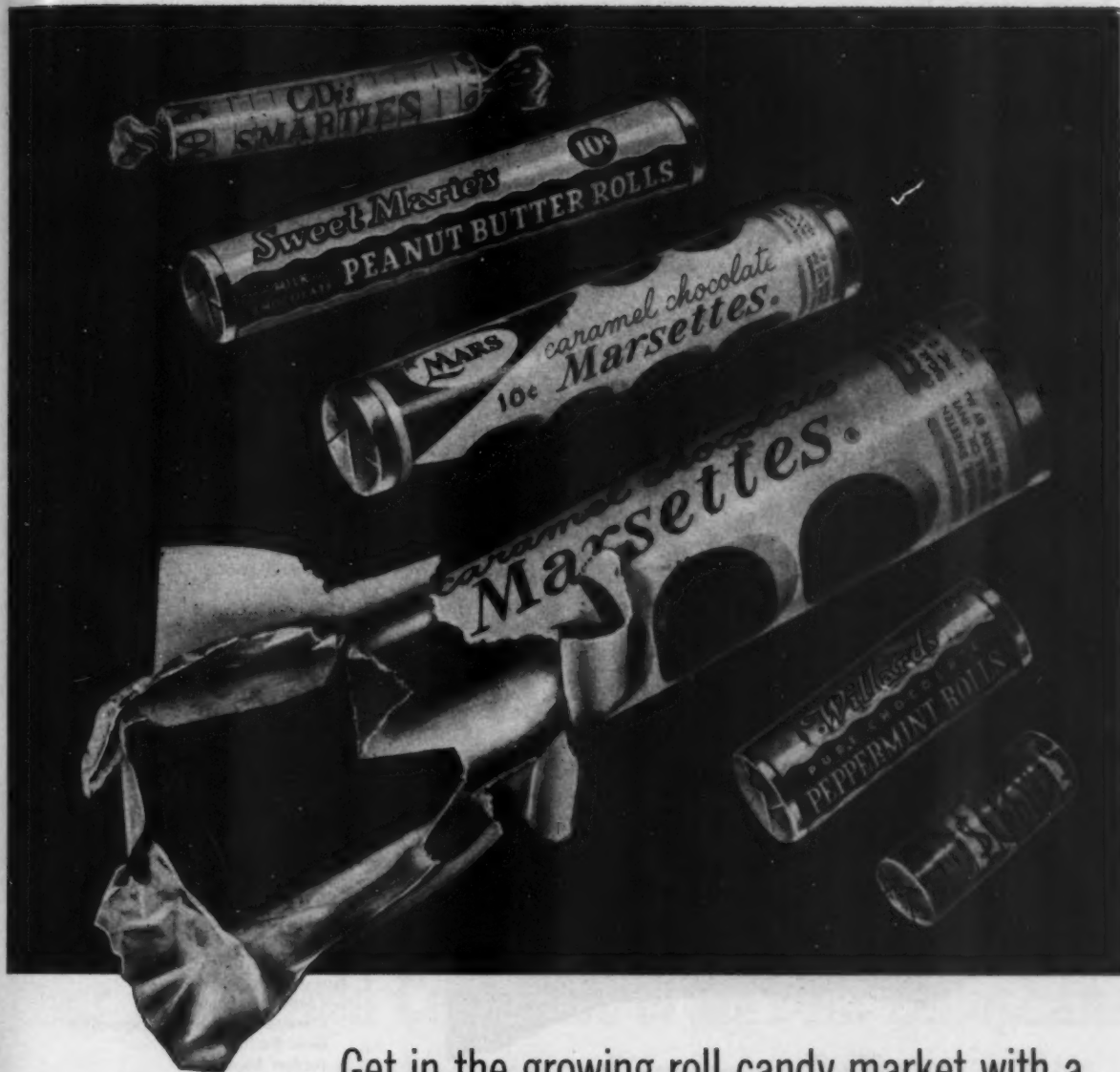
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Firm

Street

City Zone State

Date.....



Get in the growing roll candy market with a

FORGROVE 57/58 ROLL WRAPPER

To meet the rapidly-increasing new demand for convenient roll candies, the Forgrove Model 57/58 assembles, feeds and wraps attractive packages at 80-a-minute speeds. With it, you can handle molded chocolates and rolls, hard candies or lozenges.

A vibrator table assembles candies and feeds to an inner wrapper taken from a reel. Interchangeable parts permit you to use either cellophane or waxed paper with twisted ends, or wax-backed foil with folded ends.

Sheet-fed outer wraps are glue-sealed, and applied with a rolling motion to assure a tight package. The Forgrove 57/58 will also wrap and heat seal lozenges in cellophane or glassine.

Your nearest Package representative can give you full information on the Model 57/58 Roll Wrapper, or any equipment in the complete Forgrove candy-making and wrapping line. Call him today.

PACKAGE MACHINERY COMPANY, EAST LONGMEADOW, MASS.

NEW YORK • PHILADELPHIA • ATLANTA • BOSTON • CLEVELAND • CHICAGO • KANSAS CITY
DALLAS • DENVER • LOS ANGELES • SAN FRANCISCO • SEATTLE • TORONTO • MEXICO CITY

Sole agents in the U. S., Canada and Mexico for Forgrove candy-making and wrapping equipment

PACKAGE



Number of pieces: ½ lb.

Light coated: 7

Dark coated: 6

Coatings:

Colors: Good.

Gloss: Fair.

Strings: Poor.

Taste: Good.

Dark Coated Centers:

Coconut Creams: Good.

Van. Creams: Good.

Cherry & Cream: Good.

Light Coated Centers:

Buttercream: Good.

Choc. Buttercream: Good.

Cherries in Cream: Good.

Assortment: Poor.

Remarks: Suggest a better grade of container for this priced chocolates, also improve the assortment. Pieces are too large for this priced chocolates.

Code 4H58

Assorted Chocolates

1 lb.—\$1.00

(Purchased in a department store,
Chicago, Illinois)

Appearance of Package: Good.



Yes, folks just can't resist candies whose firm, fresh, appetizing look is safeguarded by Zinsser Confectionery Glazes. These glazes protect your candies, keep them from sticking together — and help bring in repeat sales, boost your profits!

ZINSSER CONFECTIONERY GLAZES are:

- ★ quick-drying solutions of non-toxic shellacs in approved alcohol formulae
- ★ guaranteed free from arsenic and rosin
- ★ made in compliance with regulations of the Pure Food and Drug Act
- ★ non-hygroscopic

WHICH GLAZE SUITS YOUR PRODUCT BEST?

REGULAR — full-bodied, opaque, creamy solution. Gives a clear film.

REFINED — wax-free, transparent, Rhine wine color. Gives a crystal-clear film, has lower viscosity than Regular.

ORANGE — color of conventional liquid orange shellac. For use where a transparent orange film is required.

Available in 3-, 4-, or 5-lb. cuts with 28.8%, 34.9% and 39.9% dry solids or special formulae. Can be applied by tumbling or pan spraying.

Write for free samples and further information to:

WM. ZINSSER & CO.

offices and factories at

516 W. 59th St.
New York 19, N. Y.

319 No. Western Ave.
Chicago 12, Ill.

Container: Large oblong box, one layer type. Gold paper top, printed in brown and white.

Appearance of box on opening: Poor. Pieces turned over and some were crushed.

Coatings, dark & light: Colors, good.

Gloss: Poor.

Strings: Fair.

Taste: Good.

Number of pieces:

Dark coated: 8

Light coated: 20

Jellies (sugared): 4

Van. Caram.: 2

Foil pieces: 2

Dark coated centers:

Van. Cream: Good.

Pink Cream: Could not identify flavor.

Orange Cream: Good.

Chocolate Cream: Good.

Caramel Nut Pattie: Good.

Raisin Cluster: Good.

Orange Peel: Good.

Gold Foiled Pieces: Solid.

Light chocolate: Good.

Assorted Jelly Fingers in layers of

Jelly & M. M.: Good.

Van. Caramels: Good.

Assortment: Fair.

Remarks: Suggest a smaller box be used and enough dividers to keep pieces in place. Also a cellulose wrapper to keep cover on box, to prevent pieces from turning over and crushing.

Code 4I58

Assorted Chocolates

1 lb.—69¢

(Purchased in a department store,
Chicago, Illinois)

Appearance of Package: Good for this priced chocolates.

Container: Oblong box, two layer type, full telescope, cellulose wrapper. Printed in blue, gold and buff. Imprint of flowers in color.

Appearance of box on opening: Good.

Number of pieces:

Light Chocolate: 27

Caramels, cellulose wrapped: 2

Gold Foiled: 1

Jordan Almond: 1

Coating, Light Chocolate:

Color: Good.

Gloss: Good.

String: Poor.

Taste: Fair.

Centers:

Chew: Could not taste any flavor.

White Cream: Could not taste any flavor.

Jelly: Could not identify flavor.

Pink Cream: Could not identify flavor.

Maple Cream: Could not identify flavor.

Van. Caramel: Tough and hard.

Orange Colored Cream: Weak orange flavor.

Chocolate Cream: Good.

Cello wrapped Caramels:

Vanilla: Tough.

Foiled Cream: Very poor cream, very cheap pepp. flavor.

Jordan Almond: Very thick coating.

Assortment: Poor.

Remarks: These chocolates do not compare to many other 69¢ chocolates we have examined. The cheapest kind of centers—poorly made.

Designer... package engineer



...merchandising consultant



your Authorized Converter of Du Pont cellophane is a craftsman of many skills

Jack of many packaging trades . . . and master of them, too. That's your Authorized Converter of Du Pont cellophane.

A specialist in package design and product merchandising, he'll call on his wide knowledge of Du Pont cellophane, his years of experience with packaging machinery, to develop packages for you that combine color, transparency, positive product protection and efficient machine handling. Then he'll put his skills as printer and package fabricator to work to produce the design you specify.

Deal with a Du Pont Authorized Converter and specify Du Pont cellophane by code designation when you order. Only Du Pont Authorized Converters can supply Du Pont cellophane in converted forms. And only by dealing with them can you assure yourself consistently high-quality cellophane plus expert craftsmanship. We will be glad

to supply the names of Authorized Converters serving your area. E. I. du Pont de Nemours & Co. (Inc.), Film Dept., Wilmington 98, Delaware.



BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY
LOOK for this symbol . . . you'll see it in advertisements
. . . on letterheads and cartons of Authorized Converters.



This is the second of five installments of an article dealing with future planning of production processes and factory layout, with particular emphasis on new factory construction.

Your future factory

BY V. P. VICTOR, M.E., P.E.

Consulting Engineer, New York City

III. Plant Essentials

The new plant should attain the following major objectives:

1. Integrate under one roof the production facilities and storage of all raw materials and all finished stock;
2. Achieve low-cost manufacturing via improved processing methods, efficient materials handling, increased safety and sanitation;
3. Provide for the flexibility and for the future expansion of individual departments and of the factory as a whole;
4. Possibly increase the output of the factory during a single working shift.

The design of the plant should be governed by the fulfillment of the following considerations:

1. Receiving and shipping to be done by both—trucks and railroad;
2. Single floor building, offering the advantages of low cost construction, heavy floor loads, "fluidity" of the departmental layout and expandability, ease of supervision, simplified materials handling and greater utilization of floor areas due to the elimination of repetitive corridors, exits, shafts, etc.;
3. The shape of the building to be a near square in order to minimize the runs of piping, ductwork, conduits, etc. and to reduce the travel distances;
4. Codes and rules of good practice as issued and recommended by the Factory Insurance Association, National Fire Protection Association, etc.

Time and money will be wasted on the preparation of a plant layout unless based on and planned for the specific location.

Factors influencing the selection of the plant

site, are listed below, but not necessarily in the order of their significance:

1. Railroad siding;
2. Good highways for trucks and cars;
3. Plot of sufficient size—a) to accommodate the plant proper, b) to allow at least 50 percent expansion of the original buildings, c) to provide adequate room for loading and unloading operations as well as for parking, d) to provide space for the erection of auxiliary buildings and equipment, such as the powerhouse, garage, factory outlet store, electrical transformers, incinerator, outdoor recreational facilities, etc.
4. Land or soil conditions. A level and virgin soil with high load bearing capacity is highly desirable. Expensive excavation, foundations, driving of piles, filling, etc. will not be required.
5. Elevation of ground relative to the surrounding neighborhood in order to facilitate drain-

Editor's Note: V. P. Victor has an extensive background in process engineering, with particular emphasis on air conditioning, refrigeration and process heat exchange.

In his work with candy manufacturers, he has had considerable experience in candy machinery development, process engineering and factory layout.



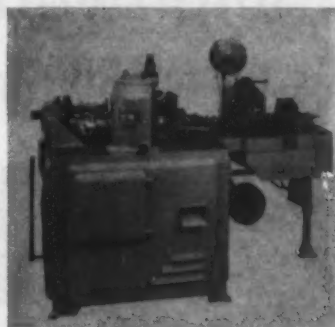
**There's profit in pops
when you use the Latini**

Conservatively, 100 boxes per hour*
of 120 count

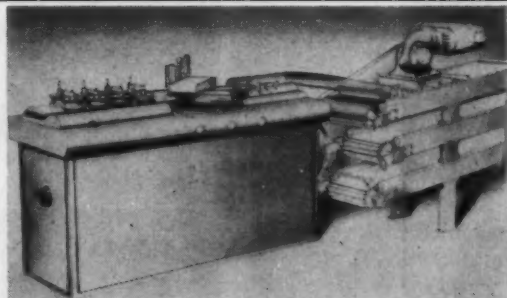
A second Latini unit can be operated
with the same person

*based on a 50 minute hour

**LATINI DIE POP MACHINE
WITH WRAPPING ATTACHMENT**



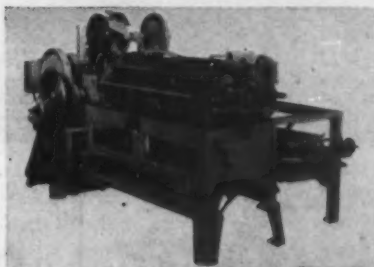
225 formed and wrapped pops per minute.
Low labor cost operation — one operator does the work of four people.
Die pop is free of fins — eliminating scrap.
Weight of pop is adjustable — without change of dies.



**M.F.P. Stick-Master
patent pending**

New Style—Twister, Cutter & Straightener
Flexible—satisfies all lengths and diameters
Productive—Up to 1500 inches per minute
Sanitary—Stainless steel finish—Candy always in sight

HOHBERGER BALL MACHINE



Only one operator required to produce up to 1,200 lbs. per hour.

You can produce.

Balls—clear, pulled or honeycombed filled—9/16" to 1 1/2" diameter.

Sunbeam Starlights: stripes brought down to center without expensive inlay.

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Unexcelled for Panned Goods and Pre-Building for Enrober. 1000 lbs. per pan per day. Systems available from 4 to 12 pans.



BERKS HARD CANDY MIXER



Mixes color, flavor and acid in 75 to 125 pound batches at rate of 1000 lbs./hr., 10% scrap may be included. Saves labor and floor space. Assures uniform mixing and constant rate of production through the day.

Representative:

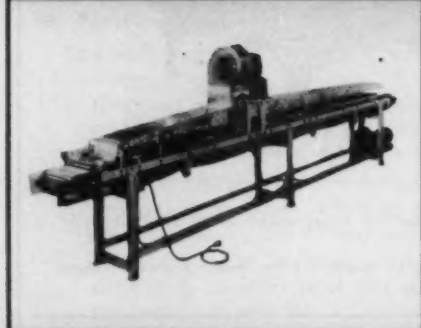
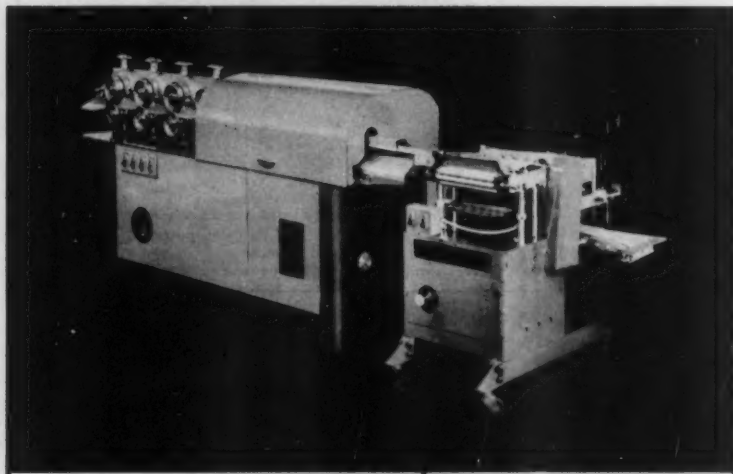
John Sheffman, Inc.

152 West 42 Street

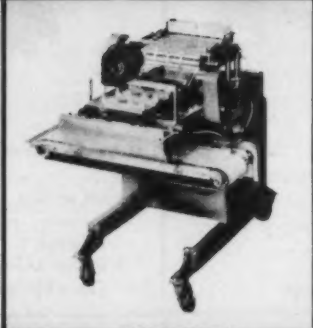
New York 36, N. Y.

Racine automation at your service

New, Improved Stick Candy Machine produces up to 1800 inches of stick candy per minute



RACINE COOLING CONVEYOR



RACINE CANE CROOKER

The Racine Stick Candy Machine automatically and continuously sizes, twists, and cuts sticks in various diameters and lengths as desired. It takes only one operator, with no special experience required, to attain maximum production, merely having to feed the machine from a warming table or a batch roller. The extra production you get — the labor you save — pay for this modern machine in unbelievably short time.

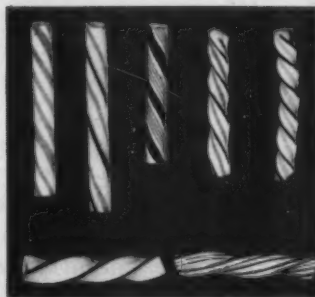
And the Racine Automatic Crooking Device is available for use with your Racine Stick Candy Machine. Now you can crook canes automatically, as fast as you can make them . . . always uniform.

Send for technical details on the Racine Stick Candy Machine, the new Racine Cooling Conveyor and the Racine Cane Crooker.

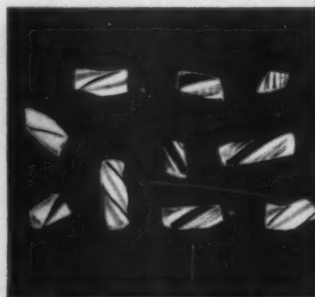
HERE'S WHAT YOU CAN
PRODUCE WITH THE
RACINE STICK MACHINE



CANES



STICKS



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age and to place the factory above the flood level, if any.

6. Availability of well water. One cannot over-emphasize the value of well water from both economic and operational viewpoints.
7. Availability of adequate sewers.
8. Availability of electric power, its dependability and cost.
9. Availability of city gas.
10. Availability of city water suitable for drinking, process and fire fighting.
11. Absence within at least one mile of any obnoxious smoke, fumes and odors, especially of an inorganic origin, such as solvents.
12. Availability of labor and public transportation facilities.
13. Local restriction and regulations governing the erection of the plant. These include—garbage disposal; incinerator; noise; moderate odors, dust and smoke; snow removal; proximity to an airport; earthquake-proof construction and other special building features, such as a flush ceiling, tile walls, etc.
14. Plant proximity to markets and/or raw materials.
15. State and local taxes, including the possibility of periodic assessments, financial aids or inducements.

A careful study of the foregoing will eliminate most, if not all, costly "surprises", usually discovered too late for any corrective actions.

Therefore, the evaluation and comparison of the

actual data vs. the ideal requirements or qualifications will establish the relative desirability of different plant locations.

The factory is the most important tool for fighting the cost squeeze, which nowadays is synonymous to staying in business.

The financial considerations of the original investment in the plant site are of least importance when weighed against the re-occurring operating expenses caused by some inherent deficiencies.

IV. Preliminary Plant Layout

After the plant site has been chosen, the next step is the preliminary study of the specific production requirements, which will govern the plant layout.

However, the latter must go beyond the selection and the arrangement of the pertinent machinery.

For efficient utilization, machines require a number of the following services—power, light, air conditioning, refrigeration, water, compressed air, steam, etc. Adequate provisions also must be made to feed and to remove the materials to and from the machines.

For the sake of clarity, the plant design is usually divided into three parts, namely:

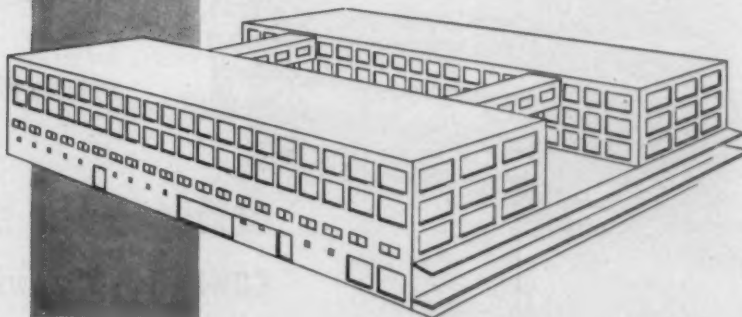
1. Process layout,
2. Building layout and
3. Service facilities.

Incidentally, the cost of an all new, i.e. disregarding the existing equipment, plant is evenly divided between the above three parts.



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Almost universally, the cost of the services is either completely ignored or hopelessly underestimated.

To encompass the above three equally important parts, one must possess a thorough practical knowledge of the process, building construction and of the engineering of the services.

In planning a new factory, three possible and often divergent viewpoints may present themselves, namely—

1. architect and/or builder,
2. available talent on the company's payroll and
3. independent consultant.

Each possesses experience in his field and, unquestionably, has something to contribute.

The individual and frank evaluation follows.

1. The architect and the builder design and erect buildings in all fields. By the very virtue of this fact, they cannot be expected to condense their general experience to the exacting and highly specialized requirements of one job. Consequently, they seek and acquire knowledge in a hurry from the production staff or from the company's technologists, i.e. chemists, engineers, etc.

As a result, their viewpoint is devoid of originality and is prejudiced or, at least, influenced by the sources of information.

By themselves, the architect and the builder lack the necessary qualifications and experience to design a process, lay out the product lines, provide necessary auxiliary services and

to project the future growth of the plant. The principal potential contribution of the local architect and the builder is in their knowledge of the most economical building construction on the selected plot. This applies to the available materials, labor, local regulations and permits as well as to any other specific requirements, for example, earthquake-proof design.

In order for one to derive the full benefits from the experience and knowledge of the architect and/or the builder, they must be compelled, and paid accordingly, to prepare a complete set of detailed working drawings and specifications covering the building.

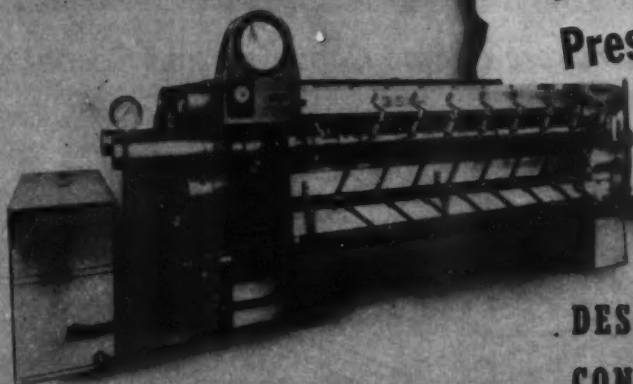
These data will put down on paper all pertinent information and will enable one to obtain intelligent competitive bids.

Without exact drawings and specifications, a monumental vagueness will prevail and no firm contract can be placed. In other words, omission of the drawings signifies doing business on a "cost plus" basis with attended confusion and otherwise unnecessary expenses. The latter is caused by the absence of proper and timely instructions to workers and foremen and by the delays resulting from the "hand-to-mouth" ordering of materials.

The deal to make the drawings should be made on a separate and independent basis, i.e. without any obligations as to the future awarding of the building contract.

At the present time, some builders offer to a

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prospective customer several types of fashionable panaceas to overcome the cost and the delays caused by the preparatory work. One "package" deal consists of the builder's throwing in the drawings for nothing, provided he gets the building contract. In this case the drawings, if made at all, are very sketchy and the construction sooner or later degenerates into a "cost plus" job with all attached ramifications.

Another deal consists of all drawings and specifications being prepared by the builder for a fixed price. Upon completion, these data are open for competitive bidding to prospective contractors, including the builder who made the drawings. Should the latter get the contract, the previously agreed upon price of the drawings will be deducted from the contract price.

Usually, the party responsible for the design assumes the supervision of the construction. The prospective bidders are fully cognizant of the origin of the drawings and the price incentive.

Hence, should they get the job, they will find themselves supervised by their competitor. Not being willing to work under such unfavorable conditions, the contractors either decline to bid altogether or quote high enough prices to cover all contingencies.

Most of the time the contractor who made the drawings gets the job and makes up the cost differential, if any, by supervising and approving (for payment by the customer) his own work.

The merit of such an arrangement is decidedly one-sided.

2. The plant personnel is very busy turning out production and, in general, keeping the equipment running.

A new project of any magnitude is a full time job and cannot be handled in "spare" time.

Any extra duties imposed on the already overburdened people will either be carried out in a slipshod fashion; penalize the current production work, take an unreasonable period of time for completion or will just remain unattended.

The plant people have what is known as an "inside" viewpoint. Their experience is restricted to the present equipment and methods. They may and may not be in a position to judge the merits of machinery other than they are accustomed to.

Being conservative, the inside men will follow the lines of least resistance and tend to duplicate what they know so well.

Besides, they are apt to overemphasize certain troubles and deficiencies they have experienced in the past and lose the perspective of the overall planning.

Needless to say, the weaknesses of the overlooked phases will show up at a later date, in spite of the fact that no troubles were experienced there in the past.

Very often one can visit a brand new factory using obsolete methods, the presence of which could be easily traced to the resistance to change. New equipment and procedures may place many an oldtimer in any field on a par, in a good many respects, with a novice. This fear of loss of prestige accounts for a strong support of the status quo.

The principal value of the factory personnel lies in their thorough understanding of the nature and behavior of the products throughout all manufacturing stages using the existing equipment. Years of experience produced a number of "dos" and "don'ts". If possible, these should be rationalized and the underlying principles applied or accounted for in the process design.

3. Independent consultant costs money. Hiring a consultant is warranted only if the following data are investigated and found favorable.

- 3.1—The record of his past performance or achievement in this specific industry.

The record comprises not only the projects carried out under his supervision and the years of experience in the same industry, but also the number of years he was in business as an independent consultant. In other words, his business stability.

- 3.2—Qualifications to carry out the assignment, i.e. he must be intimately acquainted not only with the process but also possess the engineering (mechanical, civil and electrical) background, and have the legal recognition (license) necessary for the design of all plant facilities.

- 3.3—The consultant is required to formulate the inquiries, compare the received quotations and make recommendations for the purchase of equipment most suitable to do the job. Previous experience will expedite the machine analysis and purchasing.

- 3.4—The consultant must also be in a position to prepare all working drawings and specifications covering all phases of the project, with the possible exception of the building proper.

The latter should be the architects job. Failure or inability to make good working drawings and specifications will manifest itself in the troubles described under (a) of this section, and under the section 2 of "XII—Contracting".

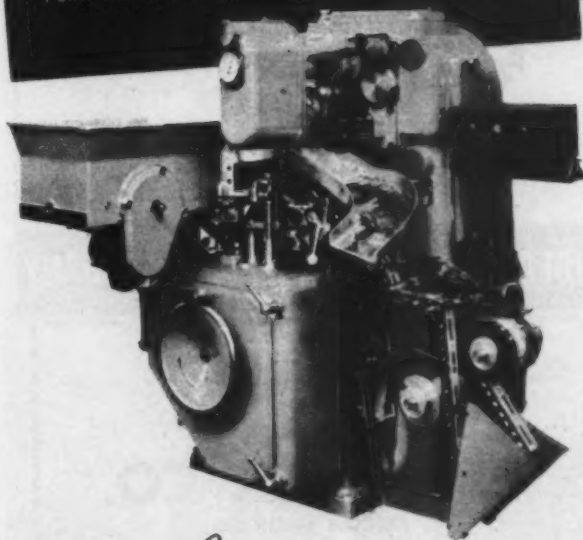
- 3.5—The final function of the consultant is the supervision of erection, approval of the contract completion and placement of the entire plant into operation and full production.

Hence, the ability of the consultant to handle the contractors and the field labor, with all related ramifications, is highly desirable.

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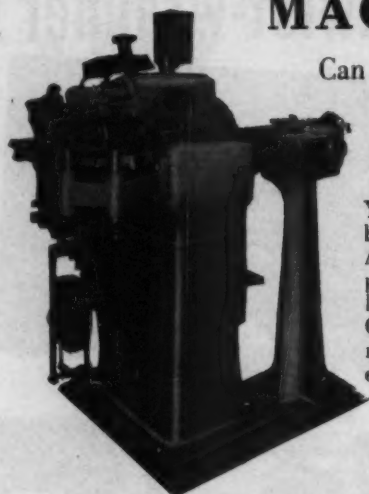


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3.6—Personal data, namely the personal habits, integrity and the physical health of the consultant are important. The saying "no one is irreplaceable" is correct, but nothing is mentioned about the extra cost and delays caused by the replacement.

For best results, all three — (1) the architect, (2) factory personnel and (3) the consultant must work together as a team. The consultant, preferably a full fledged engineer, should head and coordinate the project.

In this way, each will be able to contribute fully his experience and knowledge.

Obviously, the combined efforts of all three will exceed the ability of either one and, which is just as important, the job will not cost any extra money.

The architect and the consultant should be engaged on financial terms, under which their interest will coincide in all respects with that of their client. This will further cement the teamwork.

The actual mechanics of a plant design will be discussed in greater detail.

Several alternate plant layouts may have to be prepared in order to arrive at a most economical design consistent with the efficient operation and the ease of the future expansion.

Upon completion and acceptance by the Board of Directors of the final plans, reasonably accurate estimates could be obtained from the prospective contractors and the equipment manufacturers.

It will take time, work and money to establish a dependable initial cost of a new plant. The budget is normally incorporated into a report which outlines the component economic and technical studies in detail and recapitulates the end results.

In these days of rapidly changing economic values, the executives are inclined to stress the prevailing business conditions and the immediate effects of their decisions. The fact remains that factories are erected for at least fifteen years. This calls for a clear, long range thinking, almost devoid of the influences of the current events, except war and other "crash" programs.

In short, adequate, unbiased factual information will facilitate any decision.

Continued in our next issue



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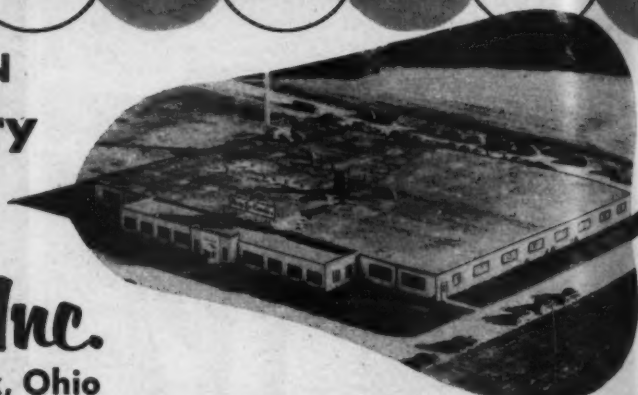
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- 2—16" Enrobers with Bottomers, complete with 40 ft. Cooling Tunnels and refrigeration.
- 1—Basket Dipping Machine.
- 1—6 pot Chocolate Table.

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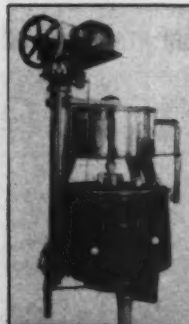
- 1—National Equipment Automatic Wood Mogul with Hydro-Seal Pump.
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- 1—Currie Stacker.
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2—16" Enrobers with Bottomers, complete with 40 ft. Cooling Tunnels and refrigeration. 1—Basket Dipping Machine.



2—16" Enrober Cooling Tunnels, 40 ft. long.



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- 2—Package Machinery Model LP2 Sucker Wrappers.
- 1—Miller Cellophane Sheeter and Wrapper.
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- 1—Rose Caramel Wrapper.
- 3—Mitchell Sucker Wrappers.
- 1—Packing Table.

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- 1—Simplex late model Steam Jacketed 2-way Tilting Vacuum Cooker emptying into 2 Dayton Cream Beaters.
- 1—50 gal. Stainless Steel Steam Jacketed Tilting Kettle, 2-way tilt, emptying into Cream Beaters.
- 2—Ball 5 ft. Cream Beaters, m. d.
- 4—Dayton 5 ft. Cream Beaters, m. d.
- 2—50 gal. Stainless Steel Steam Jacketed Tilting Kettles for cooking syrup for Beaters.
- 1—Hobart 80 qt. 4-speed Mixer.
- 1—Werner 35 gal. Cast Iron Cream Breaker.
- 1—National Equipment Depositor with Hydro-Seal Pump.
- 2—Racine Depositors.
- 1—Morrow Cut Roll Machine.
- 1—Becht Center Extruder.
- 1—Hobart 10 qt. Mixer.
- 1—40 gal. Stainless Steel Steam Jacketed 2-way Tilting Kettle.
- 1—30 gal. Stainless Steel Steam Jacketed Cooking Kettle.
- 1—Sugar Elevator for Cream Units.
- 1—8 pot Bon Bon Dipping Table.
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- 1—Stainless Steel Lollypop Tumbler.
- 1—Simplex Steam Vacuum Cooker.
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- 1—40,000 lb. Syrup Tank with Pumping System and Meters.
- 1—Racine Hard Candy Machine with set of continuous cutting rollers.
- 1—Hildreth Form 3, 100 lb. Puller.
- 2—York 6 ft. Batch Rollers.
- 3 ft. x 6 ft. and 3 ft. x 8 ft. Collum Cooling Tables.
- 1—Mills Humbug Cutter.
- 1—Lollypop Packing Table.

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- 2—Savage Model S, 24" Double Action Open Fire Mixers with extra Kettles.
- 3 ft. x 8 ft. Cooling Tables.
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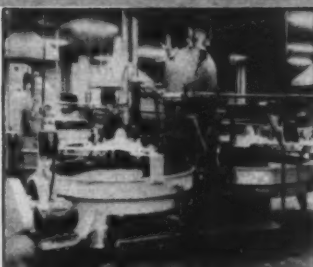
- Delta Sander.
- Craftsman Saw Table.
- Walker Turner Drill Press and Vise.
- Atlan Bench Grinder.
- Bench Vise.
- Carpenter's Table.

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- 1—Savage 110 gal. Stainless Steel Oval Top Marshmallow Beater.
- 2—Savage 50 gal. Stainless Steel Patent Mixing and Tilting Kettles, Double Action, m. d.
- 1—50 gal. Double Action Steam Jacketed Copper Nougat Mixing Kettle.
- 1—40 gal. Copper Savage Patent Mixing and Tilting Kettle, Double Action, m. d.
- 1—Savage 2-way Caramel Cutter, m. d.
- 1—Mills Caramel Sizer, m. d.
- 2—20" White Caramel Cutters.
- 1—Mills Nougat Cutter.
- 1—40 gal. Copper Steam Jacketed Cooking Kettle.
- 1—Hobart Fruit Chopper and Grater.
- 100 Iron Nougat Pans.

FACTORY EQUIPMENT

- 1—Weishor Hydraulic Scale Lift Truck, 3,500 lb. capacity.
- 400 Skids for Lift Trucks.
- Hydraulic Lift Trucks.
- IBM Time Clock and Racks.
- Public Address System.
- Exact Weight Scales.
- Platform Floor Scales.
- Drinking Fountains.
- Floor Fans, Electric Fans, Hand Power Paper Cutter, Motor Driven Hoist.
- Syntron Vibrator.
- Steel Lockers.
- Cafeteria Tables and Chairs.



1 — Simplex late model High Dome Steam Jacketed 2-way Tilting Vacuum Cooker emptying into 2 Dayton Cream Beaters.



2 — Savage 50 gal. Stainless Steel Patent Mixing and Tilting Kettles, Double Action, motor driven. 2 — Savage Model S, 24" Double Action Open Fire Mixers.



Savage 110 gal. Stainless Steel Oval Top Marshmallow Beater.

*Act Now For
Choice Selection*

- All machinery was in operation until recently and is still set up in original position.
- Equipment was well maintained and is in first-class condition.
- Quantities are limited.
- These offerings are subject to prior sale.



The MANUFACTURING CONFECTIONER'S

Clearing House



MACHINERY FOR SALE

FOR SALE

Model S # 3 Savage Fire Mixers.
50 gal. Model F-6 Savage Tilting Mixers, stainless kettle.
200 lb. Savage Oval Top Marshmallow Beaters.
Cut-Rol Cream Center Machines.
50" two cylinder Werner Beater.
1000 lb. Werner Syrup Cooler.
200 lb. to 2000 lb. Chocolate Melters.
24" and 32" N.E. Enrobers.
Simplex Gas Vacuum Cooker.
Simplex Steam Vacuum Cooker.
Savage Cream Vacuum Cooler.
600 lb. Continuous Vacuum Cooker.
Form 3 and Form 6 Hildret's and Factory Model American Pullers.
6" and 7" York Batch Rollers.
National Model AB Steel Mogul.
National Wood Starch Buck.
38" Copper Revolving Pans.
Roll and Dvton Cream Beaters.
100 gal Copper Mixing Kettle with Double Action Agitator.
We guarantee completely rebuilt.

SAVAGE BROS. CO.

2636 Gladys Ave. Chicago 12, Ill.

For Sale: 1 late-type Werner large size Automatic Ball Machine complete with Starlight and Ball rollers. First-class condition, used sparingly (item discontinued).
1 Latini Die Pop Machine. Box 481 % The MANUFACTURING CONFECTIONER.

Wooden Model A Mogul complete with depositor, good condition, now running (not in warehouse) 3000 starch trays with starch, 2 marshmallow beaters. Also 1 Gas Fired Simplex, 1 Steam Simplex, 1 N. E. small Continuous cooker, 15 revolving pans. No dealers please. Novelty Peanut Co. Dallas, Texas.

Werner Duplex Fondant Beater and Cooler, 27", complete with motor. Never been used. \$400.00; Choc. tray rack complete. \$15.00; Choc. Warmer, (Thos. Mills, #2 Elec.) \$24.00; Cream Dip Pot, (Thos. Mills, copper, elec.) \$25.00, Thomas B. Crowley, 1019 Maple Ave., Rockville, Md.

34" N.E. late-style Enrober, used very little; Forgrove Hard Candy Wrappers; 2 Merrow Cut-Rol Machines. Box 489, The MANUFACTURING CONFECTIONER.

Steel Mogul, stainless steel hopper; Hansella Plastic Machine with 10 sets of dies. Box 491, The MANUFACTURING CONFECTIONER.

MACHINERY FOR SALE

600-lb. N.E. Cooker with pre-melt kettles; Battle Creek Wrapper, Model 46, electric eye; Lynch (RA) Wrap-O-Matic for cup 2x2x1, electric eye, magazine feed. Box 488, The MANUFACTURING CONFECTIONER.

Larger Werner Ball Machine for ball and starlight; SFS8 Scandia Wrapper; Hohberger Cream Machine; Currie Stacker. Box 487, The MANUFACTURING CONFECTIONER.

MACHINERY WANTED

Wanted: Type RA Lynch Wrapomatic. State age, serial number and price. Box 482, % The MANUFACTURING CONFECTIONER.

Wanted one Steam generator 25 to 50 Horse power - Natural gas fired. One Over wrap machine to wrap package 6 x 4 x 1 1/2" and above - the more versatile the better. One 600# capacity continuous cooker with two premelting kettles. . . Machinery must be in good working condition (guaranteed) by seller. . . Earl's Candy Company, 430 Raines Ave., Macon, Georgia.

HELP WANTED

Wanted: CANDY PLANT MANAGER

Are you aggressive, enthusiastic? About 35 years old? Do you love the candy business? Do you have high standards . . . good production theories and techniques for chocolate candies? Are you a "top" man but now stymied in your present job as assistant to another "topnotcher"? Will you wear a "white coat" and pitch in to help your assistants?

If you can answer "yes" to the above questions then you are the man we need. We are located in a large Eastern city operating a medium size plant manufacturing high quality chocolate candy.

Excellent salary, liberal bonus arrangement and guaranteed contract. Send resume of background, qualifications, and salary requirements.

Box No. 485, The MANUFACTURING CONFECTIONER.

"EXPERIENCED CANDY MAN - A well-known quality candy retailer located in Eastern & Midwest section of country requires an aggressive man who knows how to make all types of candies, with the ability to supervise and handle personnel. Rapid advancement for party with proper qualifications. In reply furnish the following information: personal background; training; experience; age and salary expected. Reply Box 484." The MANUFACTURING CONFECTIONER.

Machinery Representatives Wanted
Confectionery machinery firm wishes representative for the following areas. East Coast, West Coast & Southern States. State territory covered and principals. Address Box 490, The MANUFACTURING CONFECTIONER.

Candymaker, experienced in making hard candy and taffy to set up new department. Opportunity to buy part interest in present profitable Eastern Pennsylvania plant if desired. Box 284, The MANUFACTURING CONFECTIONER.

SITUATION WANTED

ENGLISH EXECUTIVE. 26. Experienced highest quality English-Continental manufacturing, selling, retailing-wholesaling seeks responsibility any branch Chocolate-Candy industry. Available any time. Attending P.M.C.A. Conference. Box 483 % The MANUFACTURING CONFECTIONER.

BUSINESS WANTED

Eastern Pennsylvania manufacturer will buy or merge small established candy factory that can be moved. No real estate wanted. Key personnel will be retained. Box 285, The MANUFACTURING CONFECTIONER.

BUSINESS OPPORTUNITIES

FOLDING CANDY BOXES: All sizes carried in stock for prompt delivery. Plain, Stock Print or Specially printed. Write for our new catalog of Every-Day and Holiday Fancy Boxes, and all Paper Products used in the manufacture and packaging of candies. PAPER GOODS COMPANY, INC., 270 Albany Street, Cambridge 39, Mass.

Candy Box wadding, cut to size for convenience of midwest supply. Write Shadur Box Co., Milwaukee 9, Wis.

CANDY PLANT FOR SALE

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flavored
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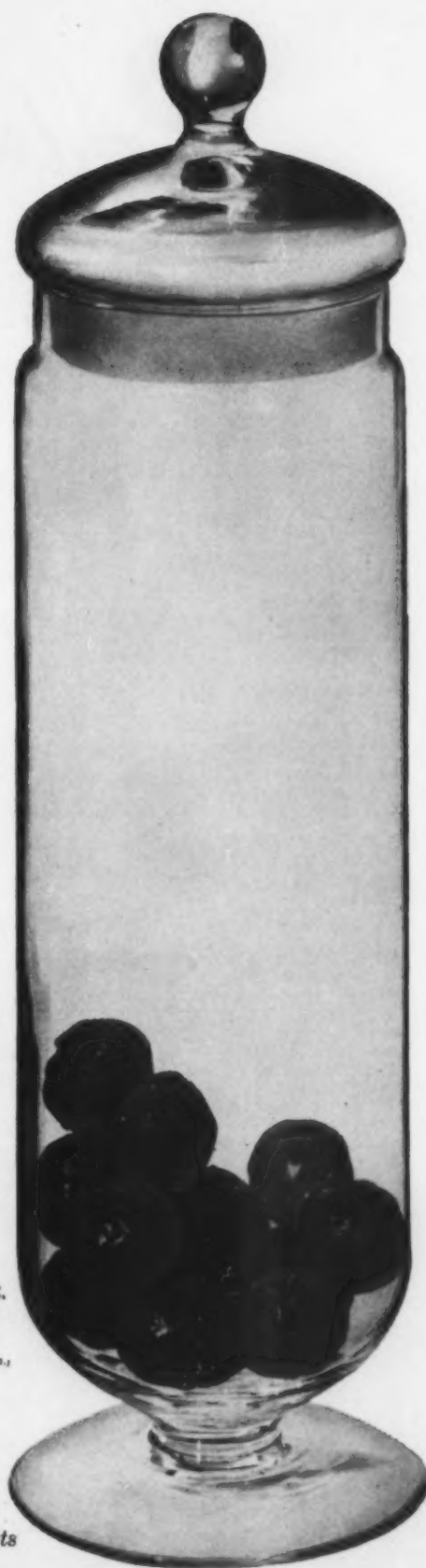
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Vernon, Calif.; San Francisco, Calif.;
Dallas, Texas



*Manufacturing Chemists
for Over 100 Years*





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Look them over, you probably know some of these Hubinger men who are "candy men" at heart. If you do, you know that when you specify OK BRAND corn syrups and starches *you can depend* on uniform high quality, prompt delivery, a "right price and top flight technical service . . . because you *know* these men *know* your needs in the candy business.

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